



Does Palumbo's first yacht have what it takes to be an Italian classic?



NATURAL SELECTION We explore the Darwin 86, the definition of a true pocket superyacht



# Brazil's best-kept secret In search of a South

American paradise

# ONEMILLON MAN-HOUR MAKEOVER

How an owner created a new yacht with a 100 metre rebuild







PRINCESS MOTOR YACHT SALES +44 (0)1489 557755 - sales@princess.co.uk · www.princess.co.uk



London Southampton Plymouth Ireland Channel Islands North Germany Switzerland Mallorca Menorca Ibiza Spain Portugal Turkey

High performance Flybridge Motor Yachts and V Class Sports Yachts from 39-130 feet











# CARIBBEAN SUPERYACHT REGATTA & RENDEZVOUS BRITISH VIRGIN ISLANDS, 14-17 MARCH 2012

















Registration is now open to motor and sailing yachts of over 80ft in length and catamarans of over 60ft in length.

Register online as soon as possible to secure your berth as availability is limited.

For further information and to register, please go to www.superyachtregattaandrendezvous.com or contact: Alexis Davis, Events Executive | T: +44 (0) 20 8545 9334 | E: alexis.davis@boatinternationalmedia.com

Sponsored by















# superyacht DESIGN symposium

PRESENTED BY

BOAT INTERNATIONAL MEDIA











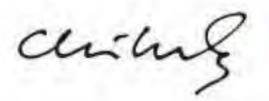


# The Ritz Carlton, Palm Beach, Florida

Boat International Media would like to thank all the sponsors and partners of the fourth edition of the Superyacht Design Symposium for helping to make it another great success.

www.superyachtdesignsymposium.com

SILVER SPONSORS















CONTRIBUTING SPONSORS











# SERENITY, UNVEILED.



Welcome to Oil Nut Bay, where the soul of the Caribbean comes alive like never before.

Our intimate resort community on Virgin Gorda, adjacent to the newly opened YCCS Virgin Gorda Yacht Club and Marina, provides endless activities for the adventurous.









British Virgin Islands



# WHEN TALENT MEETS EXCELLENCE, IT'S ITALIAN ART.

YEARS OF EXPERIENCE SHAPES THE PERFECT PROCESS TO MAKE YOUR DREAM COME TRUE.



ITALIAN ART ON THE SEA



# international news and events

Eye Opener of the 50m Heesen project Ventura, photographed by Marin Kasimir; a new auction website aims to sell yachts by smoothing the process rather than slashing prices; we explore Philippe Briand's high-performance sloop project; participants in the Transatlantic Maxi Yacht Cup set off from Tenerife, bound for Virgin Gorda

# the boats

# ATTESSA IV

Dennis Washington is an expert in rebuilding superyachts to his own vision and specifications. But with Attessa IV he faced his biggest challenge yet, even overcoming potential disaster along the way. The result of his efforts is completely stunning

## FALCON

On board Trinity Yachts' new 50m motor yacht, Falcon is a man's world, with masculine decor and a long cruising range - perfect for the owner's fishing trips with his buddies

# PRIMA

The first superyacht from an experienced family-run shipyard, Palumbo's 53.7m Prima feels modern and open, and is built with impressive technical rigour

# DARWIN 86

While many yachts claim the title of 'pocket superyacht', this 26m explorer truly deserves it. With ample living space and commercial build quality, it is a serious go-anywhere yacht at a reasonable price

### INFINITY

Cobra Yacht is well known for its high-quality Turkish gullet-style wooden vessels, and the luxurious Infinity is the shipyard's latest - and biggest - example



# the boats

## BENEDICTUS III

For an owner who wanted a smaller motor yacht for day trips, with a classic look, Mulder Shipyard found the Mulder Favorite 1400 in the archives – and gave it a 21st-century upgrade

128

44

# regulars

# AMERICA'S CUP DIARY

Organisers in San Diego put the America's Cup centre stage this year, and although overcast days and soft breezes muted the excitement, the last day delivered plenty of racing – while the reappearance of Luna Rossa promises more cut-throat action

# features

## TENDER DESIGN

Tenders have become vital accessories, used for more than just ship-to-shore transfers, and as designers respond with more creative features, we assess some of the finest bespoke examples of this type of boat

48

147

154

# OCEAN TRAVELLER

# BRAZILIAN YACHTING PARADISE

The Fernando de Noronha archipelago has an almost mythical reputation, and it is easy to see why; clear, protected waters rich with sealife, and some of the quietest, most lovely beaches in Brazil. It's ideal for adventurous superyacht owners seeking a retreat

# BROKERAGE NEWS

The latest yachts sold and available to buy, including the 55.5m Drizzle and the 43.3m Incentive

### MARKET ANALYSIS & INTELLIGENCE

Reports of price updates reached 75 in October, their highest total in two years; has there really been a significant industry improvement?

# DON'T CALL ME STYLIST

Once upon a time, naval architects planned whole yachts – then designers took on part of their role, and now stylists specialise to an even greater degree. We explore what this fragmentation means for the industry

10 www.boatinternational.com

# Passion is always successful

Drettmann MotorYachts. A new era of yachting experience.





# Register.

The British Virgin Islands comprises over 60 islands made up of lush, green mountains, sheltered harbours and white sandy beaches scattered in an aquamarine sea.

These idyllic surroundings are matched by premier yachting, financial services and tourism which make up the BVI's full service offering.

Ownership of a Virgin Islands registered yachtis permitted to citizens of, and companies registered in the BVI, the UK and all British Overseas Territories, the EU, CARICOM and the OECS.

The Virgin Islands Shipping Registry (VISR) is a proud Category 1 member of the Red Ensign Group of British Registries.

The BVI sets the highest international standards of transparency, regulation, collaboration and cooperation as an offshore financial centre.

Our professional service offerings include trust and estate planning, captive insurance, fund and investment structures, corporate business, legal advisory, auditing and banking services.

### Benefits include:

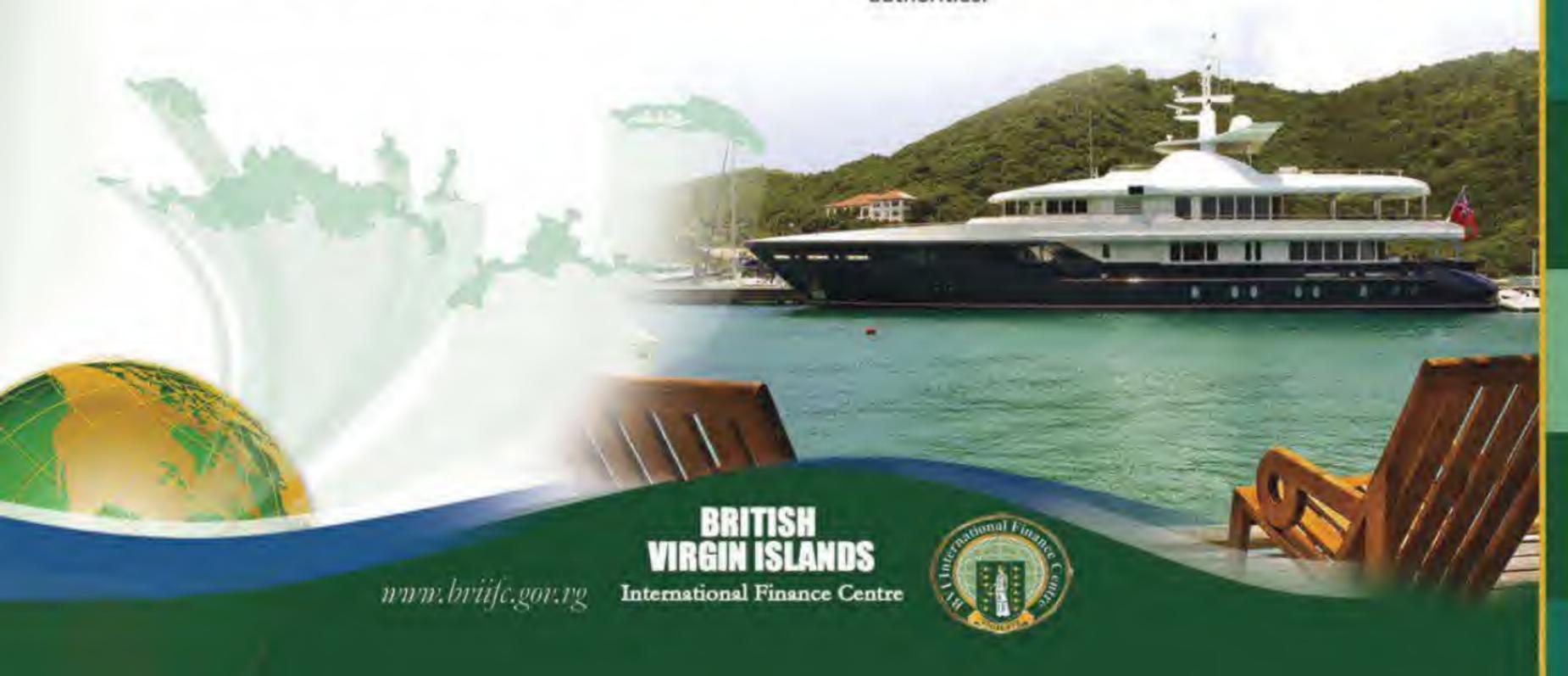
- Up-to-date maritime legislation that includes excellent mortgage protection.
- The Virgin Islands is a party to all relevant International Maritime Conventions.
- Prompt, courteous and efficient services with a fully computerized ship information database.

irgin Islands
VIRGIN ISLANDS
SHIPPING REGISTRY

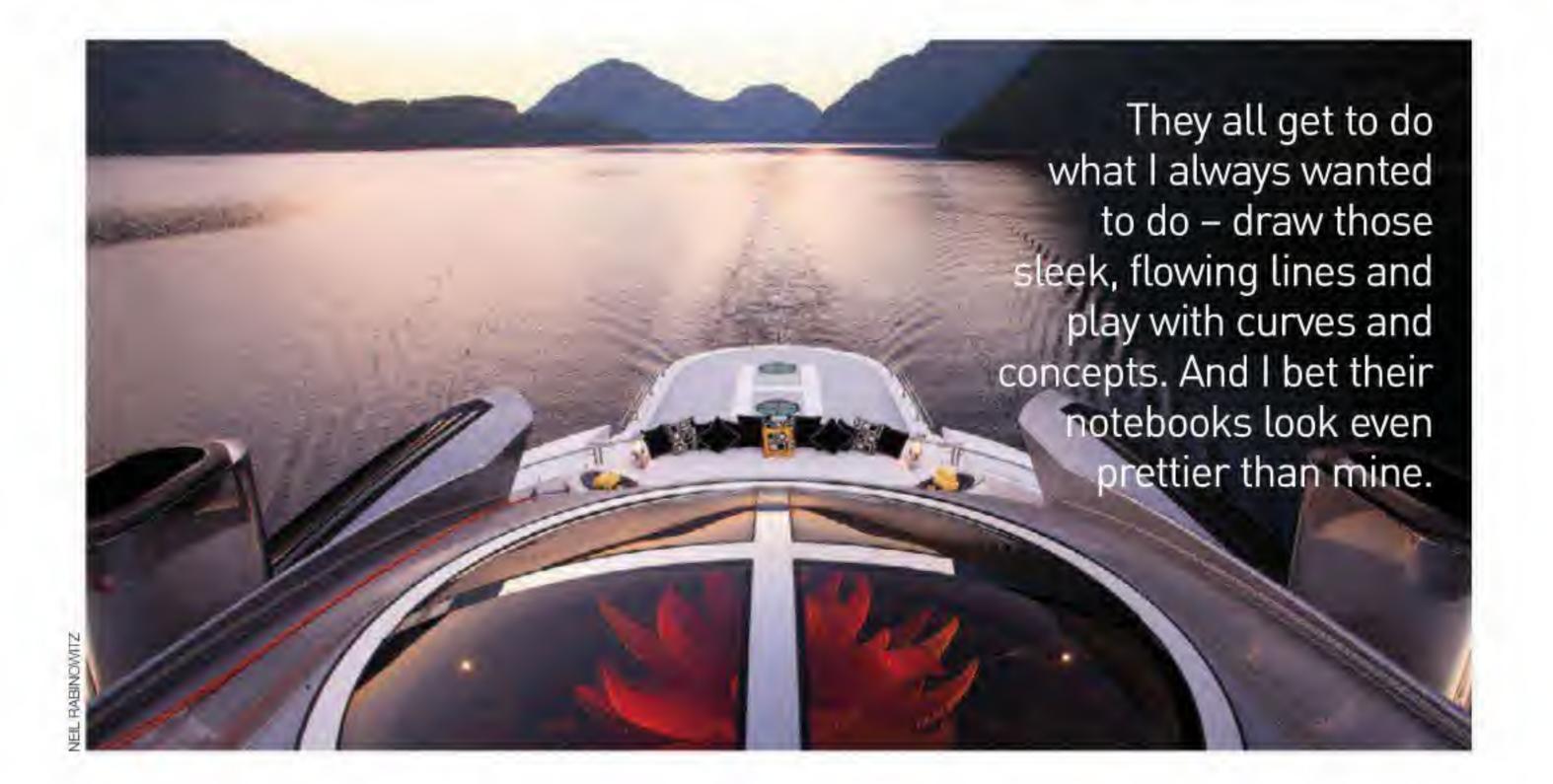


www.vishipping.gov.vg

- Vessels flying the Virgin Islands Red Ensign are entitled to British Diplomatic/Consular support and Royal Navy protection.
- Technical expertise in-house and worldwide such as UK Maritime and Coastguard Agency (MCA), other Red Ensign Group Registers, seven IACS Classification Societies and approved certified authorities.



# editor's letter





made an alarming discovery recently. No, it wasn't that the shops in Wimbledon, having started on the Christmas march some months ago, were already stocking Easter eggs, but rather that my notebooks are crammed with doodles and drawings of yachts, small and large, power and sail. I don't claim to be an artist by any stretch (although, contrary to one recent tongue-in-cheek allegation,

my signature was not created by a design agency), but it would be nice to think that the next iconic superyacht profile may lie lurking among my interview notes.

I have noticed that this subconscious urge to doodle is prevalent among real yacht designers. Their ability to create a detailed sketch almost without thinking is something that never fails to impress me. I remember meeting Mick Leach at his studio to talk about Palladium and some other concepts he and Mark Smith were working on, and aside from constantly doodling while we talked, Mick also described Palladium's glass-sided balconies by drawing, upside down, a 3D sketch for me crammed full of technical detail. I wanted to take it home and frame it.

I remember when I chose to study naval architecture I had grand visions of drawing whole yachts but, apart from being hopelessly devoid of any talent in the mathematical department (which, for a naval architect, is something of a disadvantage), I believed I would spend the bulk of my career realising the technical aspects of keel bolts - the field of dedicated styling

was still in its infancy. How things have changed. Today, naval architects and designers (we won't use the word stylist - see page 62 for reasons why) are often considered to work in parallel disciplines, and our industry has seen a growing influx of non-marine creatives who have cut their teeth in automotive or industrial design, or architecture. They all get to do what I always wanted to do - draw those sleek, flowing lines and play with curves and concepts. And I bet their notebooks look even prettier than mine.

What all this means is that modern yacht design is more exciting than it has ever been, while requiring more collaboration than ever before. The ability to create highly individual vessels marks superyachting above almost any other industry, and the results can be seen in the yachts we have in this issue. An interesting example is Attessa IV, a 100 metre yacht that started life as Evergreen before serial yacht rebuilder Dennis Washington got his hands on it. After an extensive rebuild that took an estimated one million man hours, the result is a spectacular yacht that is essentially totally new. You can read all about her in our feature starting on page 68.

All that is left is for me to wish you all a happy festive season and a fun-filled New Year. I'm off to buy my Easter eggs before the rush starts, and will see you all in 2012.







### **BOAT INTERNATIONAL MEDIA LTD**

First Floor, 41-47 Hartfield Road, London, SW19 3RQ, UK. tel: +44 (0)20 8545 9330

general fax: +44 (0)20 8545 9333 • editorial fax: +44 (0)20 8545 9399 web: www.boatinternationalmedia.com

Published monthly

Issue 307 • JANUARY 2011

# editorial

PUBLISHER TONY Harris
EDITOR TIM Thomas
SPECIAL ASSIGNMENTS EDITOR
Amanda McCracken
PRODUCTION EDITOR Ivan Smith
STANT EDITOR Servanne Sohier

tony.hamis@boatinternationalmedia.com tim.thomas@boatinternationalmedia.com

Amanda McCracken
PRODUCTION EDITOR Ivan Smith
Assistant Editor Servanne Sohier
Assistant Editor Caroline White
Art Editor
Designer

amanda.mccracken@boatinternationalmedia.com ivan.smith@boatinternationalmedia.com servanne.sohier@boatinternationalmedia.com caroline.white@boatinternationalmedia.com Nick Kisch

DESIGNER Leonoor de Winter STAFF PHOTOGRAPHER Bugsy Gedlek

### CONTRIBUTORS

Salling Editor Oliver Dewar Legal John Leonida, Benjamin Maltby

AMERICA'S CUP Andrew Rice
News Caroline White

News Caroline White FEATURES Peter Boulton, Tom

Peter Boulton, Tom Isitt, Risa Merl, Marilyn Mower, Amanda McCracken, Dag Pike,

Nigel Sharp

### CORRESPONDENTS

UK Adrian Morgan USA Lynn Fitzpatrick

FRANCE Claire Griffiths, Peter Boulton ITALY Dag Pike

THE NETHERLANDS Andrew Rogers

PALMA Benjamin Maltby
TURKEY Bruno Cianci
Australia Jennie Fitzhardinge

New Zealand Ivor Wilkins

### DIGITAL

HEAD OF DIGITAL NICK Martin

nick.martin@boatinternationalmedia.com

CHARTER & BROKERAGE EDITOR
Malcolm MacLean

+44 (0)1294 551900 malcolm.maclean@boatinternationalmedia.com

ONLINE EDITOR Kerl Fuller

keri,fuller@boatinternationalmedia.com

Research & Data Manager Raphael Montigneaux raphael.montigneaux@ boatinternationalmedia.com

DIGITAL MARKETING MANAGER Tori Hanson

victoria.hanson@boatinternationalmedia.com

### SISTER PUBLICATIONS

ShowBoats International • Boat International Russia • Boat International China Meer & Yachten • Mer & Bateaux • Dockwalk

Boat International is published by Boat International Media Ltd.

Copyright © Boat International Media Ltd. ISSN 0264-9136. All rights reserved. Reproduction in whole or in part without prior written permission from the publisher is strictly prohibited. Great care has been taken throughout the magazine to be accurate, but the publisher cannot accept any responsibility for any errors or omissions which might occur. Although every care is taken with manuscripts and photographs submitted, please note that. Boat International Media Ltd can accept no responsibility for any loss or damage suffered while in our postession Colour Separations by Wyndeham Graphics. Printed in the UK by Wyndeham Haron.

Boat international (ISSN 0264-9136) is published monthly: Periodicals postage paid at Rahway NJ.

US agent: Mercury International, 366 Blair Road, Avenel, NJ 07001, USA.

Postmaster address changes to Boat International, 365 Blair Road, Avenel, NJ 07001, USA.

### SUBSCRIPTIONS

Boat International Subscriptions, PO Box 326, Sittingbourne, Kent. ME9 8FA tel: +44 (0)1795 414908 fax: +44 (0)1795 414 555 (boatinternational@servicehelpline.co.uk)

### DISTRIBUTION

Comag Ltd, Tavistock Road, West Drayton, Middlesex. UB7 7QE tel: +44 (0)1895 433800



# PANTAENIUS YACHT INSURANCE





Germany · Great Britain · Monaco · Denmark Austria · Spain · Sweden · USA\*

Monaco · Phone +377-97 98 43 43 · Hamburg · Phone +49-40-37 09 10 Plymouth - Phone +44-17 52 22 36 56

www.pantaenius.com



Published monthly

Issue 307 • JANUARY 2011

# advertising

### LONDON OFFICE

COMMERCIAL DIRECTOR Victoria Lister

> SALES DIRECTOR Jeremy Roche

> > Nick Dawes

**EVENTS & LUXURY SALES MANAGER** Luca Vasile ACCOUNT MANAGER FRANCE & MONACO

Lionel Richard ACCOUNT MANAGER GERMANY, EASTERN EUROPE & EASTERN MED

> ACCOUNT MANAGER UK, BENELUX & SCANDINAVIA Brian Lynch

ACCOUNT MANAGER AUSTRALASIA Pippa Johnson +44 (0)20 8545 9352

victoria.lister@boatinternationalmedia.com

+44 (0)20 8545 9359

|eremy.roche@boatinternationalmedia.com

+44 (0)20 8545 9364

luca.vasile@boatinternationalmedia.com

+44 (0)20 8545 9360

lionel.richard@boatinternationalmedia.com

+44 (0)20 8545 9369

nick.dawes@boatinternationalmedia.com

+44 (0)20 8545 9355

brian.lynch@boatinternationalmedia.com

+64 9 950 3281

pippa.johnson@boatinternationalmedia.com

### FORT LAUDERDALE OFFICE

Tel: +1 954 522 2628

ext 202

ASSOCIATE PUBLISHER

Ben Famborough

ben.famborough@boatinternationalmedia.com

NATIONAL ACCOUNT MANAGER Tanya Dezanger

ext 213

tanya.dezanger@boatinternationalmedia.com

CHARTER & BROKERAGE ACCOUNT MANAGER, FLORIDA, SOUTH AMERICA

AND CARIBBEAN Cambry Czuplak

ext 212 cambry.czuplak@boatinternationalmedia.com

NORTHEAST AND MIDWEST ACCOUNT MANAGER

Mark Turner

ext 223

mark.turner@boatinternationalmedia.com

### PRODUCTION

PRODUCTION MANAGER Tim Hartney

+44 (0)20 8545 9339

tim.hartney@boatinternationalmedia.com

PRODUCTION CONTROLLER

Lisa Kennett

+44 (0)20 8545 9345 lisa.kennett@boatintemationalmedia.com

### **EVENTS & MARKETING**

Tel: +44 (0)20 8545 9336

EVENTS DIRECTOR Alice C l'Anson Widdows

alice.widdows@boatinternationalmedia.com

Rachel Alcock MARKETING & EVENTS EXECUTIVE

**OPERATIONS MANAGER** 

rachel.alcock@boatinternationalmedia.com

Holly Lunn **EVENTS EXECUTIVE** 

holly.lunn@boatinternationalmedia.com

Alexis Davis SALES & EVENTS EXECUTIVE alexis.davis@boatinternationalmedia.com

Guglielmo Carrozzo EVENTS ASSISTANT

guglielmo.carrozzo@boatinternationalmedia.com

Emma Tower emma.tower@boatinternationalmedia.com

### **BOAT INTERNATIONAL MEDIA LTD**

Accountant Mark Goulbourne FINANCIAL CONTROLLER Deborah McFarlane FINANCE DIRECTOR Kym Kingwill Publishing Director Tony Euden

CHIEF EXECUTIVE OFFICER Tony Harris

mark.goulbourne@integral2.net

deborah.mcfarlane@boatinternationalmedia.com kym.kingwill@boatinternationalmedia.com tony.euden@boatintemationalmedla.com tony.harris@boatinternationalmedia.com

Partisenses America Lifet is a lateralist insurance agent Econocid in all 50 states it is an independent surportation incorporated under the bask of New York and is a reparate and distinct entity from any entity of the Pantaenaut Group.

# SIMPLY IMPECCABLE.



The new 65 metres Steel and Aluminium Benetti Custom Yacht. www.benettiyachts.it





WWW.JFA-YACHTS.COM
JFA@JFA-YACHTS.COM
FRANCE +33 (0)2 98 60 49 48

You are demanding, we are passionate...

Aluminium Explorer Vessel 141'

WIGNACO VACHT SHOW

FORT LAUDERDALE INTERNATIONAL BOAT SHOW

BOIDT DÜSSELDORF INVERNATIONAL BOAT SHOW

# contributors' notes

issue 307 january 2012



In this ever-shrinking world, it's not often you get to visit a place few people have heard of - and those who have consider a utopia. The far-flung island of Fernando de Noronha, Brazil, is a beautiful, wild and, surprisingly, a luxe treat for the intrepid yachtsman.

Page 134



Charter yachts based on the design of a traditional Turkish gullet are increasingly popular in the Eastern Mediterranean, and with good reasons - not least of which is the masses of deck space and interior volume the type provides. Among the largest and most luxurious is Infinity, and her bridge provided the ideal platform from which to watch the classic racing fleet in the light winds of Les Voiles de St-Tropez.

Page 122



When Trinity builds a yacht it does not R BOLTON Italy disappoint, and the new 49.7m Falcon is further proof of its artistry. Plus the interior design is a finely balanced mix of opulence with practicality, well suited to her ultimate (and delightfully unexpected) function. Her turn of speed will also come as a surprise, particularly to those with less than honest intentions!

Page 86

# Dennis Washington is the ultimate turnaround specialist. He doesn't just think outside the box, he bulldozes it

MARILYN MOWER

Sometimes I think I could make a career out of watching Dennis Washington rebuild yachts... Oh wait, I have! I managed to get a scoop on the first Attessa in 1991, and I've been invited to write about every one of his monumental projects since, including his refit of Peter de Savary's tug St Eval. Washington is the ultimate turnaround specialist in both business and boats. He doesn't just think outside the box, he bulldozes it.

Page 68

TOM ISITT

SHARP

団

In this job we get to see many amazing and impressive yachts, so it takes something quite special to raise the collective eyebrows of this office. But everyone here who has looked over the Darwin 86 said the same thing: this really is a pocket superyacht. If we had a 'Tardis' award, this boat would win it hands down.

Page 114

RIC ANDY

San Diego was my escape from English winter, but I should have brought my umbrella. Still, the America's Cup World Series continues to deliver unpredictability and drama. But how many of the nine teams in San Diego will we see next year? For some, money's too tight, but the return of Luna Rossa provides the prospect of another big team to challenge the might of Oracle Racing.

















# Fast Yacht Support

AMELS and DAMEN Shipyards have purposely designed and built SEA AXE Fast Yacht Support vessels with extraordinary finish, comfort and aesthetics.

With speeds of up to 28 knots and transatlantic range the SEA AXE is an all-weather craft. To free up costly luxury space aboard the mother ship the SEA AXE has a large capacity and is capable of carrying a helicopter, tenders, toys, fuels, consumables and waste, in addition to staff and relief personnel.

The SEA AXE is designed to support the mother ship's cruise logistics by offering security and shuttle services for guests, as well as the capacity to scout for anchorages and be used for fishing and diving excursions.

All SEA AXE models are available with various deck and interior configurations. The range is already a proven success with two Fast Yacht Support SEA AXE 5009 delivered and two SEA AXE 6711 under construction.











# Yacht auction site to make sales more efficient

A team of experienced auctioneers and superyacht brokers has launched a website aimed at making buying and selling yachts simpler and more efficient.

The Yacht Auction.com website went live on 8 December, and was set up as a response to owner feedback on the process of yacht purchase and sale.

'When a sale is made you normally have a lot of conditions,' says Andy McDougall, director of TheYachtAuction.com and a veteran superyacht broker. 'Our sales process is not unconditional, but much of the paperwork and the survey will normally have been done before the boat goes to auction. Then once the successful bid is made the price does not change. Therefore you cut out what is often many months of negotiation resulting from the survey, sea trial and everything else.'

The site is modelled on successful auction houses that deal in classic cars, property and art. Like these, McDougall believes the site will help establish true value by increasing interest in each yacht.

'Quite often in the brokerage process you'll only have one client who is interested. This way you're getting three or four people bidding and generally the real value of the yacht will be achieved a lot quicker,' he says. 'Also, with multiple bidders the price should go higher than if there were no other buyers out there. We believe it is a much more scientific way of selling a yacht than hoping someone sees an advert.'

The Yacht Auction.com will be pitched at superyacht owners and buyers, but will work with smaller yachts, including luxury tenders, which may also appeal to this market. The first auction will be held in February 2012.

ONTACT web: www.theyachtauction.com



The 78m Abeking & Rasmussen yacht Amaryllis on the Weser river in northwest Germany, en route to her second sea trial

# On the iPad this issue

Contents

Close



# ShowBoats Design Awards

The yachting elite gathered in Palm Beach, Florida for this prestigious annual prize-giving. Head to the iPad edition to enjoy a video of the glittering event



## Superyacht Design Symposium

An invaluable opportunity to share ideas with experts on a diverse range of topics, the 2011 Symposium was the best yet – see our video to understand why



## America's Cup

San Diego gave the America's Cup the prominence it deserved in 2011 – and the crews didn't disappoint. See more of the action in our extended gallery and video



## **Tender Design**

Tenders have become so much more than a means of getting from A to B. See more pictures of these 'mini-yachts' by top designers with our iPad app



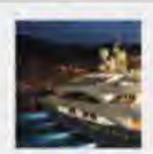
### Attessa IV

An extraordinary rebuild – with a fascinating backstory – by an owner who thinks outside the box. See more of *Attessa IV* in our extended image gallery



# Falcon

Built in a masculine style, Falcon's owner will use it for fishing trips with his friends. The iPad's the place to see more of this fast, elegant supervacht



# Prima

The first superyacht from the family-run Palumbo Shipyards, *Prima* is a great charter yacht. Check out the extended gallery in our iPad edition...



# Darwin 86

A true 'pocket superyacht', the Darwin 86 is a goanywhere boat at a reasonable price. Our iPad edition carries more pictures of this cleverly designed model



### Infinity

Cobra Yacht's 46m embodies traditional Turkish design and modern style. See more of *Infinity* with our extended image gallery and video



### Ocean Traveller

Thoroughly off the beaten track, Fernando de Noronha is the perfect yachting retreat. Our iPad app features more images of this Brazilian paradise



# 33m Briand sloop built with classic beauty and power



Philippe Briand's 33.44m sloop design proves that the same attributes can make for beauty and performance in a sailing boat.

The yacht, which is being built by Vitters Shipyard and is due to be launched in May 2013, was commissioned by an experienced sailor.

'The owner wanted a timeless yacht – elegant but performing – since his passion is superyacht racing. The two aims are timelessness and performance, says Briand.

To define elements that make up a 'timeless' design, the designer looked to yachts of the past whose style has come to appear classic, rather than dated.

Some criteria of beauty have been established over the last 100 years. continues Briand. For me they are sheer line, curvature, which we learned from the J Classes of the 1930s; low freeboard, like the yachts of the 1960s; a long sloping overhang, like racing boats of the 1980s; and the vertical bow of the 2000s. Altogether those could be seen as a symbol of beauty through time.'

To these elements he added a high aspect-ratio sail plan inspired by the latest monohulls used for the America's Cup, which he describes as 'probably the most beautiful sail plan ever'. Like many of the other design cues that contribute to the beauty of the sloop, this element will also help make it a great sailer.

'All those criteria are not against performance - we used them to improve the performance of the boat. This of course was helped by the new technology of today,' says Briand.

Indeed, the yacht's hull is carbon composite - currently being built at Green Marine in Southampton - and she will feature a lifting keel with a draft of 5.25m.

Andrew Winch Designs, responsible for the interior decoration, describes the style as vibrant and energetic, with a variety of textured fabrics in bright and bold hues. The signature palette of lime, black and fuchsia is intended to complement the striking lime hull, which Briand describes as the owner's highly individual 'mark' on the design.

DNTACT Philippe Briand, UK tel: +44 20 7351 2700 email: yachts@philippebriand.com web: www.philippebriand.com

# Sailing giants begin Maxi transatlantic dash

An armada of the world's finest sailing yachts left Santa Cruz in Tenerife in late November and is due to arrive in Virgin Gorda, the British Virgin Islands, as this issue goes to press.

The Transatlantic Superyacht Regatta - Transatlantic Maxi Yacht Cup is timed to coincide with the traditional milk run of superyachts from the Mediterranean to the Caribbean for the winter season. Participants in the event, organised by the Yacht Club Costa Smeralda (YCCS) and the International Maxi Association, will arrive as the racing season begins. Many plan to join the Caribbean Superyacht Regatta and Rendezvous in Virgin Gorda, in March 2012, organised by YCCS and Boat International Media.

But while the tropical playgrounds of the Caribbean are sure to offer glamour, those making the 2,700 nautical mile crossing will encounter

sea and wind conditions that call for skill and grit. Initially, the crews will attempt to catch northeast trade winds, which usually blow at 11 to 15 knots. As the maxis near Virgin Gorda, the gentler Alizé Caribbean trade wind is likely to be accompanied by 10 to 12 knots of northeasterly winds.

Participating yachts include the new 66.7m Dykstra ketch Hetairos (which will be featured in next month's issue of Boat International); the award-winning 49.7m Zefira; 35m Sojana - winner of the 2010 Transatlantic Maxi Yacht Cup - owned by Peter Harrison and skippered by Marc Fitzgerald; Tobias Koenig's 24.89m Grey Goose of Rorc, a Swan 82; Andrea Recordati's 30.5m Wally Indio; and 30.44m Wally Kenora.

The prize-giving ceremony takes place on 8 December at the new YCCS Clubhouse, Virgin Gorda, which will be opened officially in January.

# GLOBAL ROAMING

IMAGINE LAUNCHED 2010 - 16,000NM TO DATE

LOCATION BORA BORA - OCTOBER 2010

# ALLOY YACHTS

WWW.ALLOYYACHTS.COM





Gold Sponsor

Silver Sponsoré

Contributing Sponsors

FITZROY YACHTS

NEW ZEALAND











Registrations are now being accepted via the website

# www.loropianasuperyachtregatta.com

For further information on the Loro Piana Superyacht Regatta please contact Alexis Davís | alexis.davis@boatinternationalmedia.com | +44 (0) 208 545 9334









# 50 years of Vripack

One of Holland's leading naval architecture and yacht design studios Vripack, and founder Dick Boon, marked 50 years in business in 2011

we lived on a canal and my neighbour had a wooden

German torpedo boat, says Dick Boon, founder of Vripack.

'He was working on a new superstructure and I offered to make a new drawing for it. I was paid – and it was the first time I had been paid – with all the vegetables and fruit I could carry in my hands.'

Having just celebrated its 50th year, Boon's company is now paid considerably more than an armful of fruit for its designs. But it was his initial experiences that paved the way for Vripack's foundation in 1961.

In his early professional life, Boon designed and built many yachts for a sailing school, before moving on to work for a small shipyard, helping it build a 9.5 metre wooden powerboat. But on 2 October 1961 he decided

to go it alone as a yacht designer and naval architect.

'Naval architects normally go to a firm and learn how to do it there before they start for themselves. But I was not able to, because in 1961 there was no naval architect in Friesland (a province in northern Holland) or the surrounding provinces. I was the first one.'

Persuading a clientele unfamiliar with the finer points of naval architecture or yacht design that they needed his drawings was not easy. 'They would ask, "Do I have to pay for the paper?" says Boon. 'But slowly they understood it was a good idea to have a good design.'

He attracted many clients as a freelancer and, with his office partner, Boon established Vripack in yacht design shortly after. For 25 years the firm designed, built and sold boats, but by 1987, the risks of complete yacht builds were prohibitively high, because of the variance in rules and





regulations in the global market. Vripack closed the building and sales arms and focused on yacht design, fostering a new generation of talent.

'A lot of things have changed,' says Bart Bouwhuis, Vripack director of design. 'But a couple of things haven't: a focus on functionality and a passion for efficiency in hull lines – that's what Dick inspired us with.'

Those efficient hull lines are certainly apparent in Boon's favourite boats, such as the Doggersbank motor yachts. The 1968 prototype measured just 10.8 metres, but by 1971 Vripack had completed a 15 metre version, by 1973 one of 19 metres and by 1974 a 24 metre model. 'I'm very proud because they are the most used seagoing vessels in the world – there are more than 500,' says Boon.

He is also fond of the 46 metre *Dione Sky* (ex-*Turmoil*). One of the first yachts to be designed using a computer, the 1993/4 explorer is the only motor yacht to have navigated through ice from east to west Canada. Beside that, she has circumnavigated the globe at least three times. The 22 metre ketch *Ashley St Mary*, which has travelled to about 930 kilometres from the North Pole, is another favourite. 'I like boats that can do things, that can go anywhere in the world,' says Boon.

Vripack has in fact become best known for its explorer motor yachts. But like Bouwhuis, Vripack sales director Marnix Hoekstra believes that functionality as well as performance is a defining characteristic of Vripack yachts.





Vripack's 42 metre explorer yacht *E&E*, built by Cizgi Yachts in Turkey and launched last year (and featured in the December edition of *BI*), is an excellent example of this functionality. For the owner's previous yacht, the 36.8 metre *Jasmin*, Vripack had created a ground-breaking layout based on the way yachts are used today, and in particular, how that specific owner used his yacht.

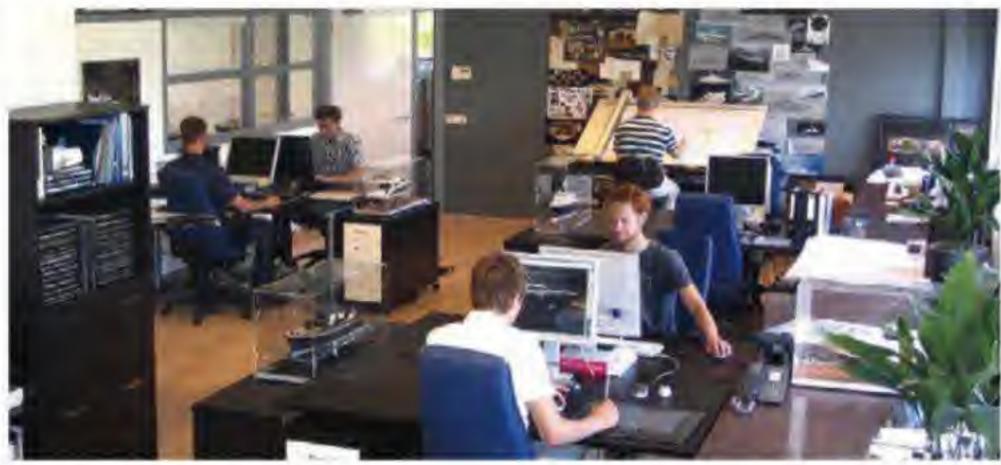
When it came time to build the new, larger yacht that would be *E&E*, the owner was keen for Vripack to use the new arrangement. Among other innovations, it brought guests up to the light upper deck, placed all crew and storage areas on the lower deck and eschewed a second saloon in favour of increased outdoor space. And because *E&E* is larger than her predecessor, those outdoor areas are even more impressive. It is no wonder that she is Bart Bouwhuis's current favourite Vripack

design: 'I'm very proud to have this evolution of layout. I really hope it inspires the industry to step away from the usual.'

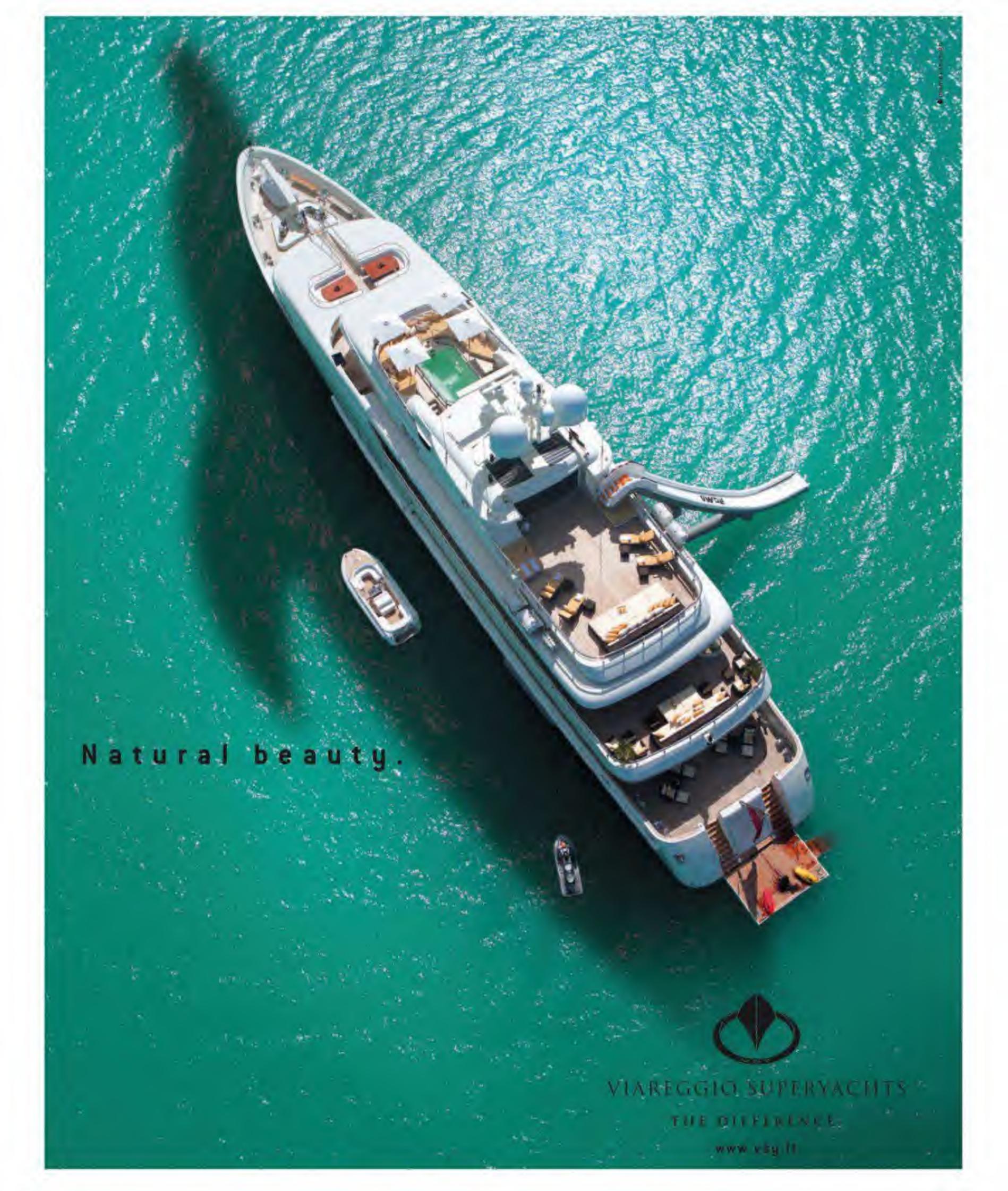
It is likely that it will. Boon has received recognition from the industry for his half-century of innovative yacht design. During Vripack's anniversary year he received both the annual Excellence Award from HISWA (a Dutch nautical industry association) and the International Superyacht Society's Business Person of the Year Award 2011.

But while the veteran is very grateful for his plaudits, Boon reserves his praise for the talented young colleagues who will safeguard Vripack's reputation for another 50 years. 'I am proud of it (the awards) but they give these to a person, not a firm. What can I do without my firm? My team is very important,' he concludes.









# international / CITTS

# And the winner is...



# ShowBoats Design Awards, 25 October 2011

It's an amazing night, said Mark Smith of Michael Leach Design at the conclusion of the ShowBoats Design Awards, the four golden Neptune trophies that his team earned for *Palladium* standing before him. 'We're really happy that the yacht has been recognised for what it is, which is a lot of dedication.'

On 25 October, the winners of the 2011 ShowBoats Design Awards were revealed, during a celebration attended by superyacht owners and the best and brightest creative minds in the yachting industry. Guests enjoyed ocean breezes, cocktails and canapés on the patio of the Mar-a-Lago Club in Palm Beach, Florida, before the main event in the grand ballroom. Local news reporter Johanna Gomez presided over the ceremony in which 20 awards were bestowed upon the design talent responsible for 2010's top launches.

The 95 metre Blohm + Voss-built *Palladium* was the standout winner, defeating worthy competitors in nearly every category it was nominated in. 'It's a credit to the team behind the project,' Smith said, 'which is everyone at Michael Leach Design and also the tender builders, furniture makers and the shipyard.' (Silverlining received five of the six nominations in the Bespoke Furniture Award category, four of which were pieces on *Palladium*.)

Also sweeping multiple categories was Dubois Naval Architects, which claimed three Neptunes – two for *Twizzle*, the 57.5 metre Royal Huisman, and one for *Kokomo*, the 58.4 metre by Alloy

Yachts. The 49.6 metre Fitzroy Yachts *Zefira* also caught the judges' attention; she won two awards for her owner, builder and her designer, Rémi Tessier.

The ShowBoats Design Awards also recognised new talent with the Young Designer of the Year Award, sponsored by Camper & Nicholsons International, awarded to Michael Givens. The Newcomer of the Year Award went to Rodney Black Design. He was not only recognised by his foray into yacht design with the interior of the 68 metre Feadship Lady Christine, but the judges were so impressed that he and Lady Christine also won the overall Interior Layout – Motor Yachts Award.

When asked how he felt to win in both categories, Black said: 'Really thrilled. Lady Christine was a very special build, and I thought she deserved to win, so I'm relieved and delighted.'

This feeling seemed to be shared by other winners, including Gregory C Marshall of his eponymous design studio, who took the Naval Architecture Award – Motor Yachts for the 45 metre *Big Fish*. You put your heart and soul into this project, it's like your kids,' said Marshall. 'Then you come here and everything gets judged – it makes you sick to your stomach waiting! And when it wins, you realise all that effort you put in paid off.'

For the full list of 2011 winners and for images of the gala evening, please go to www.showboatsdesignawards.com





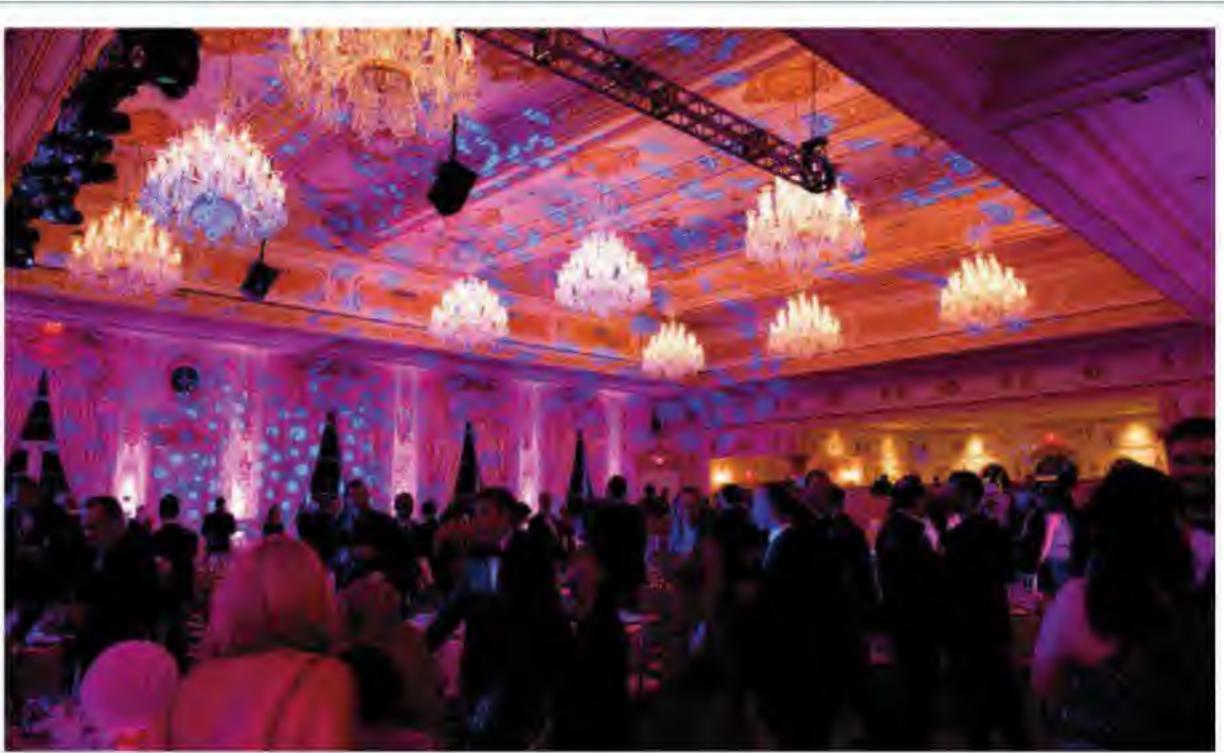












'You put your heart and soul into this project, it's like your kids. Then you come here and everything gets judged – it makes you sick to your stomach waiting! And when it wins, you realise all that effort you put in paid off.'

GREGORY C MARSHALL









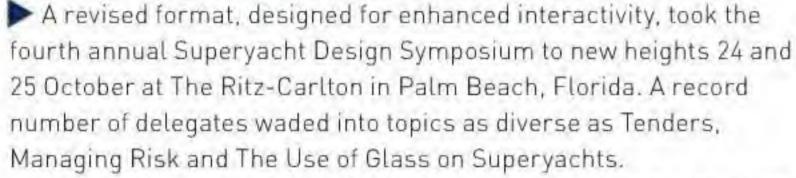




# Superyacht Design Symposium

Fresh format for the superyacht industry's most prominent idea-sharing event





A unique feature of the two-day meeting of minds was the inclusion of yacht owners on several panels. The owners of sailing yacht *Marie*, for example, were instrumental in the exchange of ideas on the topic of Designing and Building a Superyacht Around the Lifestyle-Specific Needs of an Owner. Designer and owner Kirk Lazarus shared his personal insights on how having a brother with multiple sclerosis influenced his ideas about both interior and exterior spaces.

Several topics were investigated from both an owner's and a designer's perspective. Moving Toward a Greener Yacht, for example, encompassed the ideas of naval architects, the owner of motor yacht *Exuma*, two technology specialists and even the owner of a repair and refit yard. Several case studies were also presented



including the rebuild of 100 metre Attessa IV (see page 68) and the construction of 134 metre Serene (see the December issue).

The chairman of the symposium, Nigel Campbell, introduced the new salon-style format, sprinkling the sessions with questions directed at audience members as well as participants, and making for a relaxed exchange of ideas.

A welcome consequence of the collegial atmosphere was the networking that ensued in advance of the ShowBoats Design Awards and the Fort Lauderdale International Boat Show later the same week. Despite the fact that many of the participants would likely be competing later, they voiced a universal enthusiasm for innovation, increased professionalism and the advancement of superyacht design and construction.

The Ritz-Carlton was a new venue for the event and the hotel pulled out all the stops to make magic, providing spectacular venues for meals including a star-spangled poolside buffet dinner and a beachside luncheon under the palms.





I enjoyed the whole symposium. It was great to see the regular problems and questions I face every day from a different perspective. Well done to all.'

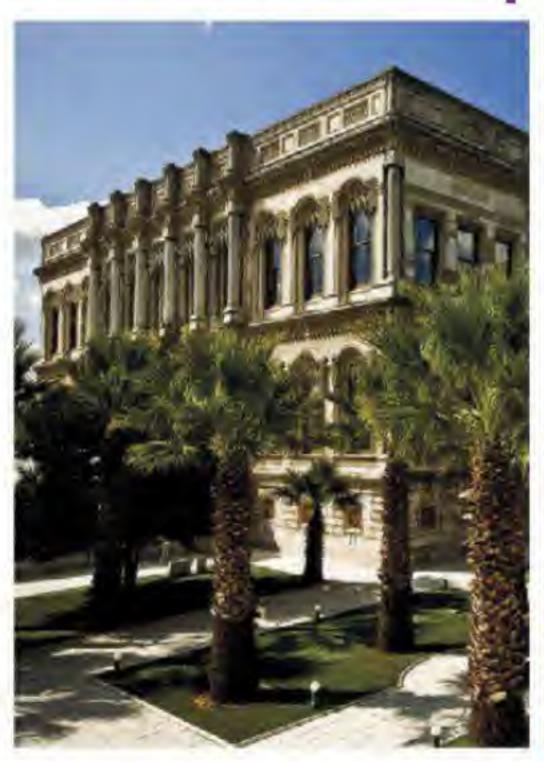
TIM HEYWOOD, DESIGNER, TIM HEYWOOD DESIGNS







# World Superyacht Awards 2012









#### Last call for nominations

There are now only four weeks remaining to submit your nominations for the seventh annual World Superyacht Awards, to be held on 5 May in the magical city of Istanbul, Turkey.

The judges – an independent panel of 15 superyacht owners – have been busy visiting the nominated vessels on show in Cannes, Monaco and Fort Lauderdale and have already made personal visits to more than 40 of the yachts in contention to receive a prized Neptune trophy.

Nominations close on 30 December 2011. To qualify, yachts must be over 30 metres in length and have been delivered to their owners between 1 January and 31 December 2011. To make your nominations please go to the event website, where you can also contact the chairman of the judges to schedule a visit to your yacht.

#### Visiting Istanbul

Istanbul is an increasingly popular travel destination, embodying the best of both Asia and Europe. A colourful and historic city, Istanbul's rich past is evident in the abundance of Ottoman mosques, museums and palaces. An enchanting mixture of the old and the new, Istanbul also boasts a wide selection of modern restaurants, bars and galleries and is fast establishing its place on the fashion scene with upscale department stores and numerous fashion boutiques.

Guests attending the gala evening at Çıragan Palace Kempinski on 5 May 2012 will be invited to participate in an exciting cultural

programme, organised by Boat International Media and our local partners and sponsors. More details on the programme of events will follow in the next issue of *Boat International*.

#### Accommodation

Special rates of accommodation at the Çıragan Palace Kempinski are exclusively available to guests attending the World Superyacht Awards in Istanbul.

Park View Room - €475 per night

Superior Bosphorus View - €605 per night

Please go to the event website to make your reservations online or contact:

Haydar Celayir

tel: +90 212 326 4646

email: haydar.celayir@kempinski.com

#### **Table Applications**

We look forward to welcoming a distinguished guest list of the world's leading industry professionals and superyacht owners to the prize giving in May 2012.

Make your table application before December 31 2011 and save up to €1,200 on the cost of your booking. All applications are subject to approval and priority will be given to superyacht owners and the teams involved with the finalist yachts.

To apply for a table, make your nominations and for sponsorship opportunities, please visit: www.worldsuperyachtawards.com





info@rizatansu.com www.rizatansu.com



# Loro Piana Superyacht Regatta





#### Sardinia, 4-9 June 2012

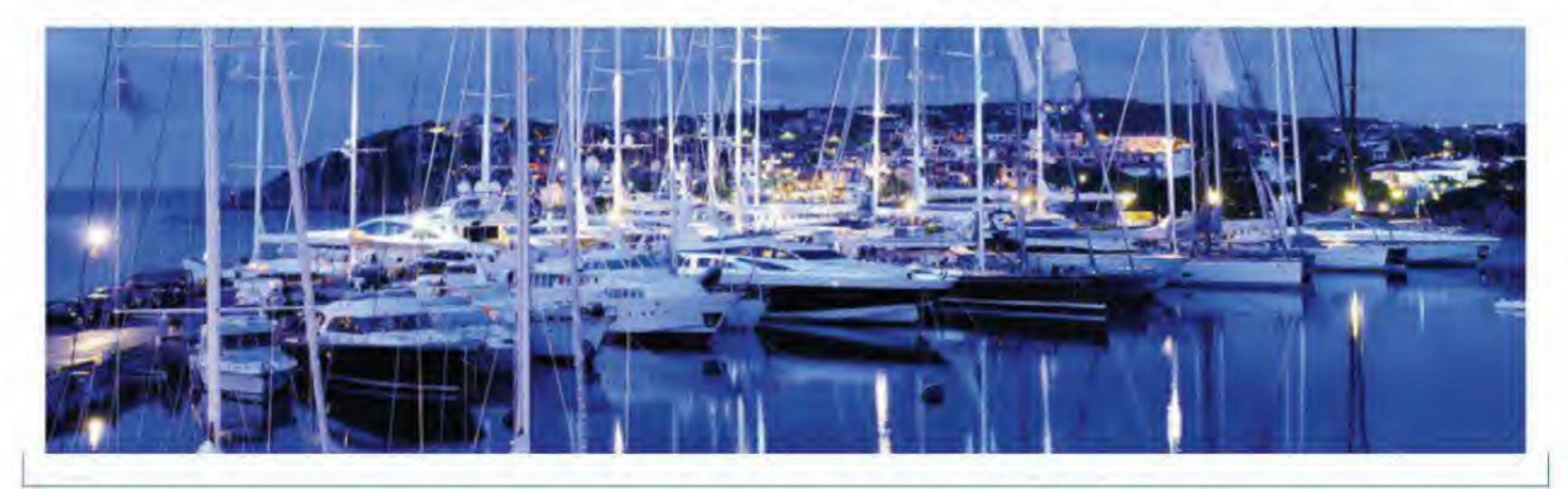
Sponsored by Loro Piana and held at the prestigious Yacht Club Costa Smeralda (YCCS) on Sardinia's stunning coast, registrations are now open for the Mediterranean season's most popular superyacht regatta.

Now in its fifth year and a well-established fixture on the superyacht calendar, the Loro Piana Superyacht Regatta has been extended to include five days of racing and is sure to attract a stellar fleet of the world's most famous and beautiful superyachts of over 24 metres in length.

Yachts race in either performance or cruising divisions under the IRC rating system and the fleet comprises a diverse range of modern and classic designs. To reserve a place in the fleet, participants should go to www.loropianasuperyachtregatta.com/register.

A busy social programme of glamorous events organised by Boat International Media and YCCS will ensure that owners, their guests, captains and crew are just as entertained ashore as they are on the water.

To register your interest and for more information on the Loro Piana Superyacht Regatta, please visit www.loropianasuperyachtregatta.com.



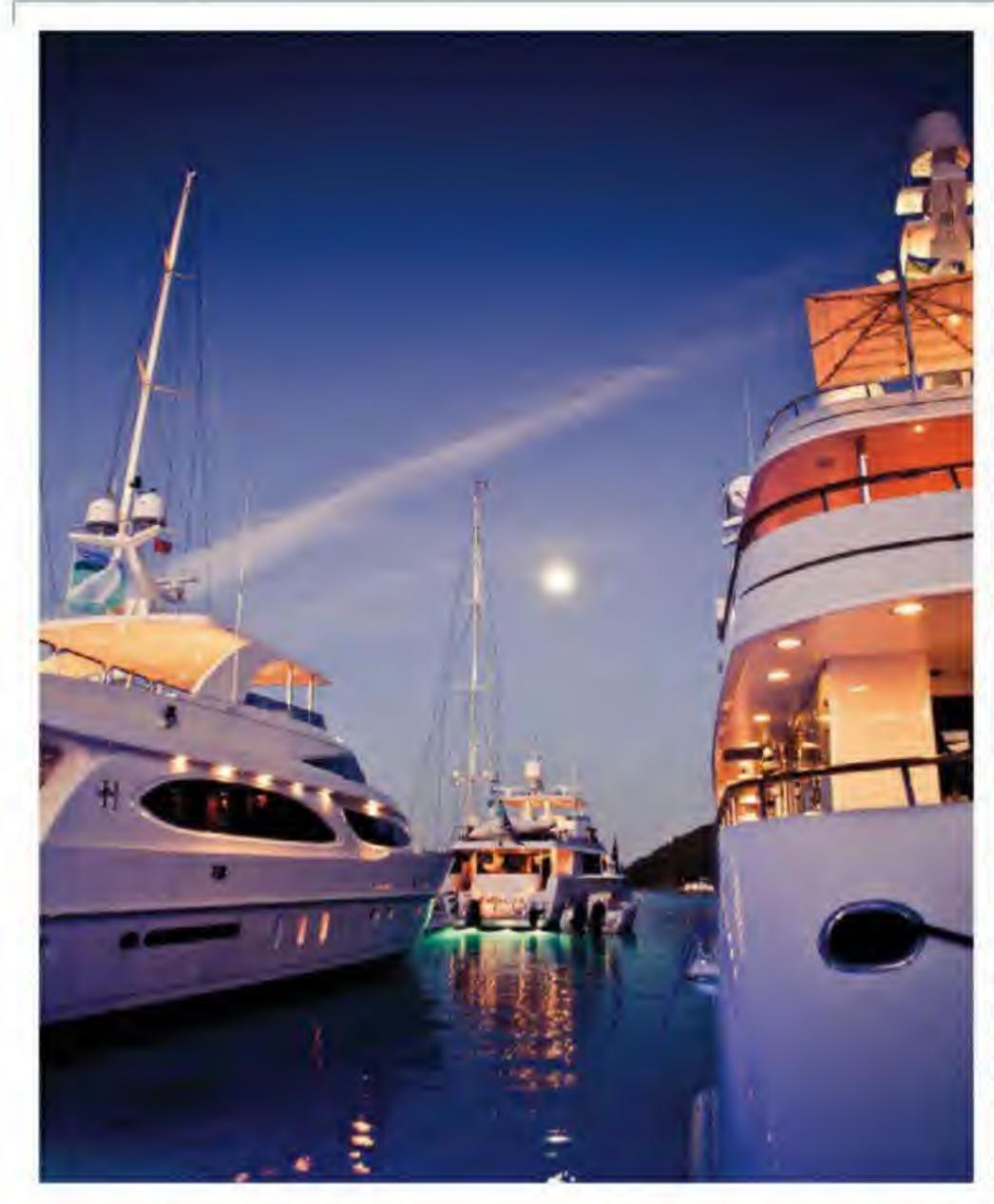
ONTACT: Alexis Davis, events executive tel: +44 [0] 208 545 9334 mob: +44 [0] 7971 438 671 email: alexis.davis@boatinternationalmedia.com

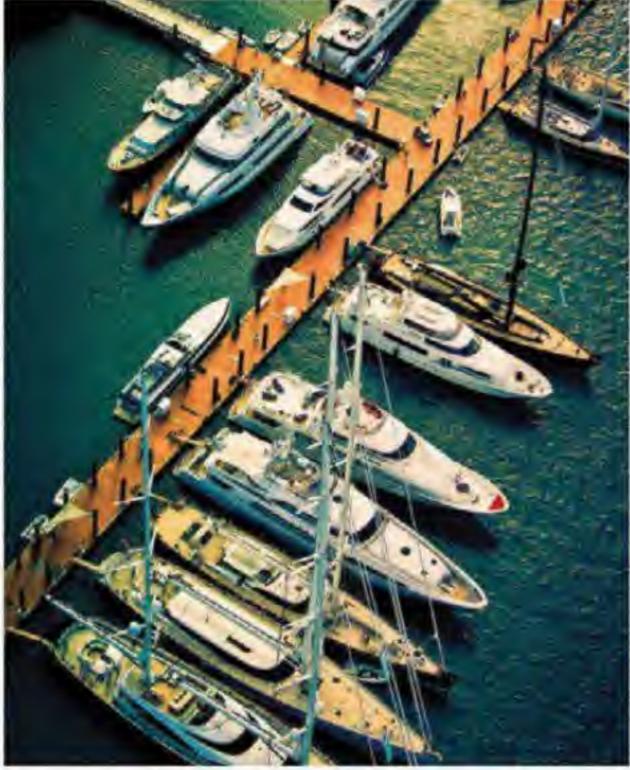






# international Vents







#### The Caribbean Superyacht Regatta & Rendezvous

#### British Virgin Islands, 14-17 March 2012

The British Virgin Islands will provide the setting for on and offwater fun in March, when 30 superyachts are expected to dock at the new Yacht Club Costa Smeralda (YCCS) Virgin Gorda for the second edition of the Caribbean Superyacht Regatta & Rendezvous.

The event will bring together sail and motor yachts for four days of racing, cruising and glittering social events for owners, their families and friends. At the heart of the event will be the newly opened YCCS Clubhouse.

Boat International Media and YCCS are once again organising the regatta and rendezvous in partnership with Victor International, developers of the magnificent YCCS property and the nearby Oil

Nut Bay Luxury Resort Community and Beach Club. With first class facilities at these two wonderful venues and the nearby Relais & Chateaux Biras Creek Resort, guests will be catered for in style.

The event looks set to be the highlight of the Caribbean season, with some of the world's largest, loveliest, fastest and most award-winning yachts likely to participate.

With inquiries flooding in and the number of places strictly limited, we encourage you to register your interest in attending as soon as possible to avoid disappointment. Entries are being accepted for sailing and motor yachts with an LOA of over 80 feet (24.38m) and catamarans with an LOA of over 60 feet (18.28m) via the website below.

Alexis Davis, events executive tel: +44 (0) 208 545 9334 mob: +44 (0) 7971 438 671 email: alexis.davis@boatinternationalmedia.com















#### Double award winner!



Having already received a coveted Neptune Trophy for best planing motoryacht in this year's World Superyacht Awards, the lovely 42-metre Calliope has now won the prestigious Showboats Exterior Design S Styling Award for a semi-displacement motoryacht. Built by Holland Jachtbouw in partnership with Bill Langan Design Associates and Rhoades Young Design. Calliope's double award winning performance is a testimony to her owner's dedication to perfection in every aspect. She truly is the ultimate Gentlemen's yacht.





# international Vents









# A celebration of yacht design at The Rendezvous in Monaco

#### Monte Carlo, 21-24 June 2012

▶ Boat International Media is delighted to announce the 22nd edition of The Rendezvous in Monaco.

Hosted exclusively for owners and their guests in Europe's most glamorous yachting destination, the French Riviera provides a stunning backdrop for a three-day programme of fun on and off the water.

An exciting addition to the 2012 programme will be the third annual **ShowBoats Design Awards**, which is relocating from Palm Beach, Florida, to the heart of superyachting in Monaco. Guests of The Rendezvous will join the industry's leading creative talents to

celebrate excellence in yacht design at an informal prize giving, to be held on 22 June.

Many of the newly launched finalist yachts will be in attendance at The Rendezvous, taking their places in the line-up while their owners join in the yachting festivities before the presentation of the coveted golden Neptune awards.

In combining these two prestigious events, we anticipate a record number of sail and motor yachts will join us in the Mediterranean this summer for some first class hospitality and fun on the water.

#### Confirmed events of The Rendezvous in Monaco include:

#### Owners' Lunch

The owners of the participating yachts are invited to attend a private luncheon on board one of the magnificent vessels in the line-up.

#### Rendezvous Yacht Hop

Yachts open up to welcome neighbouring owners and guests on board for drinks, canapés and hospitality, with live music and fine food along the quay.

#### Cruise in Company & Beach Luncheon at Paloma Beach

The Rendezvous fleet leaves the port to cruise in company to Saint Jean Cap Ferrat, taking in some of the most picturesque views of the Mediterranean. Guests will then enjoy a private luncheon in the shade, tucked away on a quintessentially Cote d' Azur beach with stunning views over Beaulieu and Cap d'Ail.

#### Rendezvous Chefs' Competition

Chefs on board superyachts have made cooking in limited space a high art and we honour their talents with the third annual Rendezvous Chefs' Competition, judged by Michelin star chefs of the region.

#### ShowBoats Design Awards

Owners and designers join us in celebrating the best of the best in yacht design. Individual tickets and full tables at the prize giving and after party can be purchased online at:

www.showboatsdesignawards.com

#### Diamonds & White Party

Guests are invited to wear white for the grand finale of The Rendezvous, the famous Diamonds & White Party, with live music and dancing on the beach into the early hours.

#### To register your interest in attending and for further information, please contact:

ONTACT: web: www.superyachtrendezvous.com | www.showboatsdesignawards.com

Holly Lunn, events and marketing executive tel: +44 (0) 208 545 9336 email: holly.lunn@boatinternationalmedia.com

# LOOKING TO SELL OR BUY A YACHT QUICKLY & EFFICIENTLY? A REVOLUTIONARY NEW WEBSITE FOR YACHT SALES IS LAUNCHED



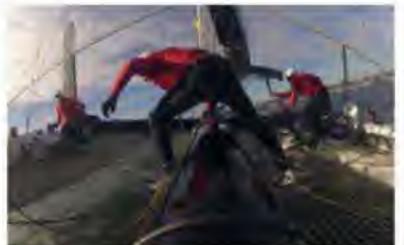
## america's cup diary

words: Andrew Rice

photography: ACEA/Gilles Martin-Raget

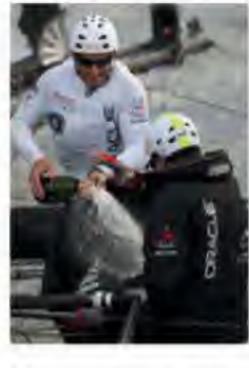












The last time the Cup was contested in San Diego, 1995, the boats were towed far out to sea, far out of sight of the public. The teams were scattered around different parts of the city, and if you'd told a taxi driver you were in town for the America's Cup, he would have had no clue what you were talking about.

In November, the America's Cup World Series brought Cup racing back to San Diego, but this time it was in the bay, right in front of the city. The

VIP guest area was situated on the deck of the *USS Midway*, the giant floating museum of an aircraft carrier. All that was needed was some good old reliable San Diego sunshine and a warm, moderate breeze. Unfortunately, Southern California failed to provide much of either. Dull, overcast, rainy and mostly soft breezes failed to create the spectacle that organisers, sailors and spectators might have hoped for.

It all came good for the final day, though, with a humdinger of a winner-takes-all fleet race to bring the event to a climactic conclusion. James Spithill, Oracle Racing's winning skipper, has been one of the class acts of this

season, but not THE class act that he was expected to be. Having his boss, billionaire Larry Ellison, riding on the back of the AC45 in the sixth-man spot seemed to galvanise Spithill and his crew to a higher level of focus and commitment. No sooner had he won the match racing final 2-0 against the fast-improving Energy Team from France, than Spithill handed the helm to Ellison, sprayed the Moët all over his boss, and said he wanted to be the first to 'do the double' of winning the Fleet Racing Championship the next day.

After the soft breezes of the match racing, the fleet race took place in 17 knots of breeze. The fleet launched off the start line towards the *USS Midway* and straight into a frenetic gybe. Spithill's arch rival, Dean Barker, stole his thunder with a perfectly executed carve gybe and into the lead towards the bottom of the course. However, Spithill took some risks, weaving his way through the fleet precariously on port tack, and was rewarded with clear air. Once in the lead the Oracle skipper was launched, and never looked back, leaving his challenger rivals to scrap amongst themselves.

After such a barnstorming performance, Spithill wished he could have Larry on the back of the boat every day. I just don't know if we can convince the board of Oracle [Corporation] to let him go,' quipped the Australian. Talking of Australians, three more of them have joined Oracle



Racing: 23-year-old match racing expert Kyle Langford, reigning Laser World Champion Tom Slingsby, and multiple Olympic and world medallist Darren Bundock. Russell Coutts stepped off the boat to give Bundock his first shot at AC45 competition - he duly won his first race on day one of the event, but struggled in the match racing and finished dead last in the final day's fleet race. Not an auspicious start, although Bundock did win the 500m speed trial earlier in the day, beating Spithill by 0.1 of a second.

Bundock's speed trial victory shows he knows how to drive a boat fast, and more practice on the AC45 will make him a formidable sparring partner for Spithill. 'We'll go away and work out what went wrong,' said Bundock. 'We've got some work to do if we're going to keep pushing Jimmy hard.'

Spithill has no doubt of Bundock's ability to give him a run for his money, however. 'We're not going to get the racing the challengers are going to get. We're going to create a brutal in-house race series and make sure we leave no stone unturned and be ready to go.'

Meanwhile, a collaboration between Emirates Team New Zealand and Luna Rossa has put a cat among the pigeons. Luna Rossa? Yes, I haven't mentioned them for the past year or so because it seemed that Prada boss Patrizio Bertelli had tired of the America's Cup. However, with Prada set to open 400 new stores in China, and the newly wealthy Chinese middle classes showing an insatiable appetite for the Italian fashion brand, Bertelli is keen to spend money on another Cup campaign.

With the Kiwis already having employed a 30-strong design office for the past year, which has been busy researching the AC72 catamaran that will contest the Cup in San Francisco 2013, the prospect of a partnership with Emirates Team New Zealand puts the Italian latecomers right back in the game. Presumably the Kiwis have been handsomely compensated for opening the doors to their operation, and these two plan to train with each other over the Auckland summer. In the meantime, two identical AC72s will go into production, one for Team New Zealand and one for Luna Rossa.

With a five-month hiatus until the next event - Naples in April - the regatta transport ship takes all the other challenger teams' AC45s back to the Mediterranean, with the majority opting to base themselves out of Valencia. The rise of the two French teams in San Diego, Aleph and Energy Team, was a revelation. But for them and some of the other small teams, the biggest challenge is securing the commercial backing to continue their campaign into 2012. The Euro crisis and general economic

malaise in the world is doing nothing to help their cause.



# Subscribe to Boat International and enjoy FREE access on your iPad & iPhone

#### Great benefits for subscribers:

- · SAVE up to 25% on the print edition
- Express delivery of the monthly print edition to your home (or office)
- FREE special supplements to complement your magazine
- FREE access to the Boat International iTunes app on your iPad & iPhone
- Every article, every photo and every feature from the print edition, will be delivered to your iPad or iPhone
- Plus, watch out for exclusive additional content, including extra images,
   video and interviews

International on my iPad gives me access whenever I want.
The extra interaction with articles is a brilliant innovation.
There are great additional photos and videos \$9\$

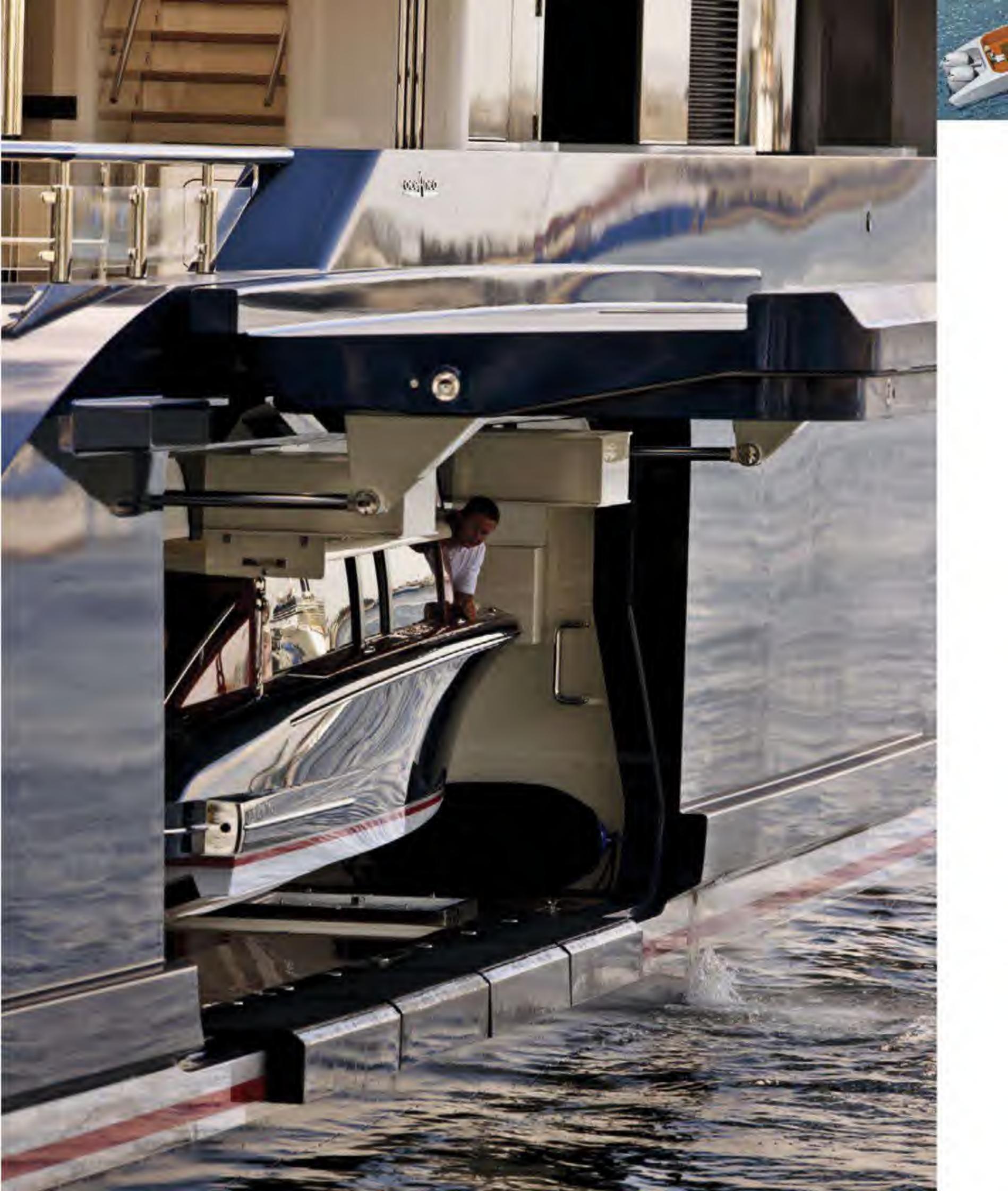
Konstantinos Doukas, owner of M/Y Duke







brokerage • charter • refit • services





words: Dag Pike, Caroline White photography: All courtesy of the boatyards

# Tender leve

FROM RIBS DESIGNED SPECIFICALLY AS SUPERYACHT TENDERS TO CHASEBOATS, SEMI-CUSTOM DESIGNS AND FULLY BESPOKE MINI-SUPERYACHTS, THE HUMBLE TENDER IS FINALLY COMING OF AGE

There can be little doubt that the superyacht tender has seen something of a revolution in the past couple of decades. From the early days of conventional RIBs, stock boats and pocket day cruisers pressed into service as guest and crew transport, an entire sub-industry has spawned to create everything from off-the-shelf solutions to fully bespoke designs, all specifically created to meet the growing demands of the modern superyacht.

A tender can be more than a mere guest shuttle; it may be an escape for the owner from the formality of the mothership to explore remote beaches and waters or just spend a night away. It might be used for watersports or just to provide the owner and guests with the excitement of speed; it may be a sports fishing boat if this is the owner's passion, or it may aim to meet MCA rescue boat requirements. It may have its own dedicated stowage on board the mothership or, as is a growing trend, it may act as a chaseboat with the advantage that the restrictions of garages and crane capacity are no longer a consideration.

There are so many variables in superyacht tender design that the development of the design can be a long process that usually starts with a brief from the owner, the captain or the shipyard where the yacht is being built. Moreover, even 'production' tender builders are fine-tuning their designs to superyachts, or are offering semi-custom options for that personal touch.

Pascoe International, for example, has developed a range of tenders in the 9 to 10.5 metre range. With styling by Ken Freivokh Design, these are not leisure boats adapted for use on superyachts, but are definitely designed and optimised specifically to serve as dedicated, functional and very elegant tenders. 'With a variety of configurations to suit different yacht garages these tenders are the result of a close collaboration between Patrick Banfield and us,' says Ken Freivokh. 'We do the initial design and styling and the range is seriously aimed at the large custom yacht market. The new limo range is offered on a fully customisable basis, be it to match the mothership or in response to preferences and design input by the appointed naval architects or stylists.'

British company Cockwells is another example of a tender builder that has turned to superyacht designers to

Pascoe International has worked with Ken Freivokh to develop a range specifically designed as superyacht tenders (below). A Hodgdon limousine tender ready for launch on the Oceanco Seven Seas (left)





develop its range, working with Redman Whiteley Dixon. 'The simplicity of form is the backbone of all the variants and is the perfect canvas to expound the sublime craftsmanship of these elegant builders,' explains Mark Whiteley. Once again detailing is the key to a great design. 'The design process is truly holistic, guiding the project through to launch. The journey encapsulates full exterior and interior concepts to the minutest detail.'

On its latest project, Cockwells was given a very open brief for the tender to Perini's 73 metre Vitruvius project, currently under construction. 'The initial brief came from the project engineer and the captain, which covered the size and weight,' says Dave Cockwell. 'They wanted Rivalook styling, which the owner had seen and liked, and from there it was left to us to come up with the design. We worked with Andrew Wolstenholme to develop the design and with modifications it was submitted and accepted.'

US yacht builder Hodgdon has entered the tender market with a series of limousine-style tenders designed by the experienced Michael Peters. 'This series was developed with large-yacht captains giving input, who reviewed virtually every detail including equipment, fasteners, tools required for servicing,' says Ed Roberts, Hodgdon's marketing director. 'The result is a crew that finds the handling, servicing and maintenance a source of satisfaction not annoyance.'

While the emphasis for tenders is mainly on the styling there are many technical aspects that have to be considered. For example, with many superyacht garages the tender has to be low profile and this can mean special adaptations such as drop-down consoles have to be incorporated into the design.

While on larger superyachts space is less of an issue, stock tenders also have to take into consideration limitations on the drive units. Water jets are widely used on tenders partly because there are no protrusions below the hull, so it keeps the profile low, and partly because of the smooth delivery of power and the excellent control. Jets can also be the best solution if the tender has to undertake beach landings. The latest pod drives or stern drives do allow for integrated propulsion systems that can be adapted to joystick control, but where really high performance is required, surface drives can be the best solution, although these would tend to be options only on chaseboats rather than garaged tenders.

Many tenders are based on standard production hulls because these are tried and tested designs, but apart from the performance aspect, an important consideration has to be control of spray at the bow and the ability to carry varying loads. Spray can be a particular problem with RIBs where the round tube tends to encourage water to curl over the bow. Williams Tenders spent nine months on developing hull designs to ensure both good spray control and the ability to operate well when both light and fully loaded, when the difference in weight can be considerable.

Tenders tend to follow three main lines of development: the RIB, the classic retro style and the limo tender. But there are also way-out concepts, many of which remain as paper projects, although a few alternative designs have become reality. One of these is the Wider 42, the brain-child of Tilli Antonelli. This 12.8m boat has sections on each side of the hull that can expand outwards to create an extensive deck area when at rest. The outer sections also add stability so the boat becomes a play area at rest and a high-performance sports boat when closed up. This tender also carries its own mini-tender in the form of a jet ski.

Then there are the tenders that can operate on sea and land which are great for those who want to land on a beach or on slipways. The New Zealand-built Sealegs was the original version – a RIB with powered wheels, which would lower as the boat reached the shallows. The recently introduced Iguana has a more sophisticated system where two sections of the lower hull open outwards and downwards, to become powered caterpillar tracks that can handle most terrains. This could be the perfect tender for an expedition yacht. For a more complete list of current and new tenders, head to www.boatinternational.com.

Of course, the ultimate accessory is a fully bespoke tender, and as yachts have grown in size and sophistication, so the trend toward complete custom tenders has evolved. With costs running up towards seven figures and beyond, these are the true pinnacle of tender design...









Riva's new Iseo (above) is a good example of a stock boat that serves well as a tender, complete with powered hood. More unusual concepts include the Wider 42 (below), while the Dubois-designed Windy SR52 Blackbird (top, second left) could serve as a thrilling chaseboat





F500 | F530 | F570 | F620 | F690 | F720 | F750 | F800 | F870 | F881 | F881RPH | Altura 840

# A BILLION STARS IN THE SKY. ONLY ONE ON THE OCEAN.

Every day we dedicate passion, ability and expertise to guarantee one of the greatest experiences of freedom: living the sea on board a yacht. It is a freedom flavoured with the perfect balance of materials, the purity of lines, and the immensity of the water before you. And tinged with that unique taste of escape.





#### BUGSY GEDLEK

#### Tender to Palladium

Palladium is the award-winning superyacht designed by Michael Leach Design (MLD), and her two tenders are equally striking. These beautiful craft were designed by the same team to complement and integrate with the mother ship and they are possibly the most exciting small boat design in recent years, a fact recognised by the tender award at the ShowBoats Design Awards. Low, sleek and fully formed, these tenders offer the owner and his guests luxury transport to and from the shore, with enough performance to give them the excitement of speed when required.

The format is reminiscent of the naval pinnaces of old, with the coxswain and his mate at the helm in the fore part of the tender and the VIPs in the cabin in the rear. But the styling is thoroughly modern and the detailing superb. MLD is not releasing the final cost of the tenders, but this level of quality does not come cheap.

The tenders were built by Cougar Marine near Southampton, a builder that specialises in high-performance design and construction. Cougar worked closely with MLD and the crew of *Palladium* to finalise the design. The passenger compartment of this limousine style tender is the ultimate in luxury, with two-metre standing headroom combined with leather seating and décor. This

area is fully air-conditioned and has a drinks fridge and a top of the range sound system.

Guests can board forward or aft and enter the cabin via sliding doors. In addition to taking guests ashore the bow is reinforced for beach landings and they can also be used for mothering jet skis.

The power comes from a pair of Yanmar 260hp diesels coupled to Bravo 1 stern drives. A 5kW generator is installed to power the air-conditioning and the engine compartment has been fully soundproofed.

The crew have twin helm consoles forward for all-round visibility and in the bow there is a semicircular seat with a retractable spray hood. Many of the stainless steel fittings have been custom designed and machined from solid billets for this application. 'The low profile was dictated by the available garage space on board the mother ship and the tenders had to be fully integrated with the launch and recovery system,' comments Matt Kelly of MLD, who was largely responsible for the development of the design.

With a deadrise of 20 degrees these tenders have superb sea-keeping. The top speed is about 45 knots and with the passengers located around the centre of gravity the tenders operate well both light and loaded, creating a well-balanced and responsive tender design.

#### TT PALLADIUM Cougar Marine

LOA 10m

Beam 3m

Draft 0.75m

Displacement (half load)

5.4 tonnes

Crew 2

Passengers 12

Engines

2 x 260hp Yanmar diesels

Propulsion
Mercury Braye

Mercury Bravo 1 stern drives

Stern unives

**Design** Michael Leach Design

Builder Cougar Marine







COURTESY OF TENDER SHIPYARD

#### Tender to Berkut

Tender Shipyard in France is headed up by designer Philippe Cabon and offers a range of superyacht tenders to meet widely varying demands. It has built tenders for motor yachts such as Xanadu and Ambrosia and its latest tender is one of 7.4 metres for the 53 metre motor yacht Berkut.

Cabon produces exciting looking designs finished in bright colours, although obviously the colour scheme is decided by the purchaser. It was the character of our tenders that allowed us to get this new contact, says Cabon. The owner of Berkut saw the tender we built for Xanadu and told his captain to find the shipyard.

This latest tender is fully open and built along the lines of a RIB-style tender, but with the 'tube' of the RIB squared off in cross-section and made from foam covered in a tough anti-abrasion fabric. This 'built in' fendering saves the need to constantly put out and take in portable fenders, and the foam tube does not have the 'bounce' of an inflatable tube. The square cross-section is also better for spray deflection and gives the tender a sharp, modern look.

This tube surrounds a hull that has a pronounced rising chine, creating a shape that is close to being a cathedral hull. This shape allows the wide beam of 2.8 metres, which in turn creates a great deal of internal space. The hull is

constructed from advanced composites including PVC foam and carbon fibre to help reduce the overall weight.

There are comfortable seating areas both forward and aft of the central, offset helm console. This console is finished with the black carbon laminate and the steering wheel and engine controls are also made from carbon laminate. Extensive navigation and monitoring electronics are installed on the dash.

The engine is under the twin bench seats aft, enclosed in a soundproofed box. A single Volvo Penta diesel of 260hp is coupled to a Volvo Penta stern drive, to give a top speed of 45 knots. The fuel tank holds 240 litres and there is a small water tank to supply the aft swimming shower.

The profile has been kept low to fit the garage, but there is a forward canopy with side screens that can be erected to provide full spray and weather protection to occupants.

Tender Shipyard offers several variations of tender based on this 7.4 metre hull, including limousine tenders and one very innovative version that combines a limousine-style tender with the requirements for an MCA rescue boat. The range of hull sizes from Tender Shipyard extends up to 9.6 metres and there are many variations that can be incorporated into the basic designs to meet individual requirements.

#### TT BERKUT Tender Shipyard

LOA 7.4m

Beam 2.80m

Weight (light)

1.45 tonnes

Fuel capacity

240 litres

Engine 260hp Volvo Penta diesel

Propulsion

Duo-prop stern drive

Speed

45 knots

Builder Tender Shipyard





LET PASSION LEAD YOUR LIFE.
FEEL FREE, FEEL THE POWER. LIVE ITAMA.





POWER IS OPEN

A FERRETTIGROUP BRAND

itama45

itama50

itama62

itama75

VENTURA UK LIMITED

EXCLUSIVE DEALER FOR UNITED KINGDOM - TEL. +44 (0)20 7495.2330 - MAIL@VENTURAEUROPE.COM

WWW.ITAMA-YACHT.COM



#### Tender to Issham al Baher

The Tagliapietra boatyard in Venice specialises in wood construction, focusing on the building of Venice water taxis and the refitting and restoration of classic wooden yachts, as well as new construction. Located on the island of San Giorgio, minutes away from St Mark's Square in Venice, Tagliapietra combines the use of traditional hand tools and modern machinery and was chosen to carry out the major refit of a classic patrol boat for use by Pope Benedict when he visited Venice in 2011.

The owner of Issham al Baher wanted a luxury Venice water taxi-style of tender for his yacht but Tagliapietra pointed out that this could not accommodate the 1.8 metre headroom required. 'We submitted several designs with the required headroom and layout and the final design was a reversal of the water taxi layout, with the helm amidships and the enclosed cabin forward,' says Andrea Tagliapietra, the third generation of master shipwrights at the yard.

There was a requirement to have a throne-like seat inside the air-conditioned cabin. The only space where this could be accommodated was at the forward end. In order to give the smooth ride demanded we modified the hull form at the bow into a rounded shape', continues Tagliapietra. The shape was also developed to have a low

trim angle, whether there is one or 10 passengers on board.

The cabin has both air-conditioning and heating systems, and three electric sunroofs allow it to be opened up. Head and shower facilities are provided in a separate compartment forward of the helm and there are two refrigerators. A matching level of comfort has been achieved in the open aft cockpit.

'Special attention was paid to make boarding easy and safe, with retractable handrails and boarding ladders on each side. Even the helm station has an adjustable platform to accommodate drivers of different heights.'

Construction of the tender is in cold moulded mahogany matched to solid mahogany at the sides and decks. The finished tender has had 20 coats of clear varnish applied and the trim, anchor plates and name plates are all in highly polished, recessed stainless steel. The engines are a pair of 190hp Volvo Penta units, coupled to duo-prop stern drives to give a speed of 40 knots.

This Limousine 100 is one of the most beautiful classic tenders on the market and the bow has been shaped to match that of the mother ship. It retains many of the features of the classic Venice water taxi but was developed to offer luxury transport for a demanding owner.

TT ISSHAM AL BAHER Cantiere Nautico Tagliapietra

LOA 9.9m

Beam 2.5m

Draft 0.75m

Crew 2

Passengers 12

Engines 2 x 190hp Volvo Penta diesels

Fuel capacity 400 litres

Propulsion

Duo-prop stern drives

Design/Builder Cantiere Nautico Tagliapietra



Carlo Riva

Norberto Ferretti

#### A RIVA IS A RIVA. ALWAYS.

AQUARIVA SUPER
RIVARAMA SUPER
RIVALE 52
SPORTRIVA 56
SPORTRICO
SPO



A FERRETTIGROUP BRAND

www.riva-yacht.com



VENTURA UK 17 QUEEN STREET MAYFAIR - LONDON W11 5PH - UNITED KINGDOM

TEL. + 44 (0)20 7495 2330 FAX + 44 (0)20 7495 2331 E-MAIL: MAIL@VENTURAEUROPE.COM WWW.VENTURAEUROPE.COM

Riva



#### MIKE JONES; COURTESY OF FEADSHIP; EIDSGAARD DESIGN

#### Tender to Tango

The striking main tender to the 77 metre Feadship *Tango* mirrors the style of the mothership perfectly.

'It has a white hull and silver-grey superstructure, and the sloping windows on the main deck of *Tango* are reflected too,' says Peder Eidsgaard, co-founder of Eidsgaard Design, the studio that designed *Tango* and her tenders. 'When you see the tender coming to drop someone off, you can't hide that these are guests from *Tango*.'

Through a convertible design, the tender combines its sleek profile with practical considerations such as comfortable headroom. 'Tango has a very low tender garage, so you're very limited in terms of height,' says Eidsgaard. 'On a lot of limo tenders the structure lifts up. We wanted to minimise the number of moving parts, to minimise potential problems. What we came up with was a sliding glass roof, so when guests arrive they can walk in comfortably.'

Built by Compass Tenders in Southampton and managed by Eos Tenders and Edmiston, the boat is an example of well-thought-out luxury. Two foldaway staircases rather than ladders are located in the cockpit, and are angled to provide the stability to walk on board without holding on to anything. The cockpit, with a helm console inspired by classic sports cars, is positioned forward so in heavy seas guests can benefit from the smoother ride aft. The indoor guest area offers not only a full A/V system, air-conditioning and a fridge, but ergonomics have also been considered. Cream fabric sofas seat eight in 'supreme comfort', or the compliment can be brought to 12 with three jumpseats.

'Tango accommodates 12 guests, so with the tender you could take everybody to an event in one go. In the beam there's an incredible amount of space, given its low profile,' says Ben Harrison, partner at Eidsgaard Design.

But the tender is intended for more than just evening jaunts to shore. 'The client also said he might use it for sightseeing trips – that's another reason we have these sliding panels,' says Eidsgaard. 'The crew can stay in the cockpit forward, you close the forward door and the back end slides open. Everything aft of the cockpit is then the guests' private area, and they can go swimming from the fold-down swimming platform or whatever they like.'

In their hide-out up-front the crew are not forgotten. The owner was conscious of the man hours it takes to maintain a varnished teak deck – no matter how beautiful it is.

'We painted the deck in dark brown metallic, with lines to make it look like teak. You realise immediately it's not wood, but it's a really cool finish – far more contemporary,' says Eidsgaard.

#### TT TANGO Compass Tenders

LOA 9m

Beam 2.85m

Draft 0.8m (leg down)

Displacement

4.2 tonnes

Crew 2

Passengers 10-12

Engines

2 x 260hp Yanmar 6BY 260

Propulsion Yanmar ZT350 leg drive

Design

Eidsgaard Design

Builder Compass Tenders



IF PEOPLE WERE ALL THE SAME, BOATS WOULD BE TOO.



VENTURA UK Limited
17 Queen Street - Mayfair - London W1J 5PH
UNITED KINGDOM
Tel. +44 (0)20 7495.2330 - Fax +44 (0)20 7495.2331
www.venturaeurope.com - mail@venturaeurope.com



THE SEA DEMANDS PASSION

a FERRETTIGROUP brand

#### ONNE VAN DE WAL; COURTESY OF HODGDON YACHTS

#### Tender to Seven Seas

Hodgdon Yachts, the oldest yard in the US, was the natural choice for an owner who wanted a classic and high-quality custom tender.

Hodgdon in turn collaborated with the American designer Michael Peters, a top performance race boat designer with long experience of creating superb hull designs. The requirement was to create a limo tender for the 86 metre Oceanco Seven Seas.

'The concept of this tender is quite reminiscent of the work my company did on the Chris Craft 28,' says Peters, founder of Michael Peters Yacht Design. 'They're both retro looking, but they're modern – in the sense that they're modern boats on modern scales – but from a distance they have the flare of a classic boat. We called it a limo tender because it has that feeling, a very fine, old automobile in character,' he says.

Indeed, from the exterior the limo tender has the low and faintly retro-aesthetic that Peters is well-known for. This feeling continues in the fully air-conditioned interior, featuring sumptuous cream leather and mahogany.

'It is unique shapes and a unique aesthetic that Michael Peters puts into it,' says Tim Hodgdon, president of Hodgdon Yachts. 'It has a beautiful leather interior – it feels like being in a custom Lear jet.' But while the tender's looks are classic, its technology is decidedly modern. The side windows in the superstructure power down to reveal access points port and starboard, and the saloon's hardtop rises hydraulically to ease boarding and allow greater headroom: 'The whole structure moves', says Peters.

Hodgdon prides itself on its expertise in high-tech composite construction and used a combination of E-glass and carbon to create a lightweight but strong structure. The yard's traditional boat-building skills, meanwhile, allowed it to fit mahogany inserts into the deck and to translate the complex design into a smooth-running reality.

'If you have design but you don't have quality, you have nothing,' says Peters. 'It's only if you watch the quality that a design will come to life the right way. Hodgdon did a beautiful job. It's built like a smaller version of a yacht, the quality is the same as on the big boat.'

The outcome of the project was so well received that Hodgdon and Michael Peters have since collaborated on the 10.11 metre Sport Tender and the 9.15 metre Center Console Tender, which together with the Limo Tender design they are offering as a portfolio of Hodgdon Custom Tenders.

#### TTSEVEN SEAS Hodgdon Yachts

LOA 10.9m

**Beam** 2.97m

Draft 0.53m

Displacement 5.6 tonnes

Passengers 12

Engines

1 x Volvo D6-370 (360hP)

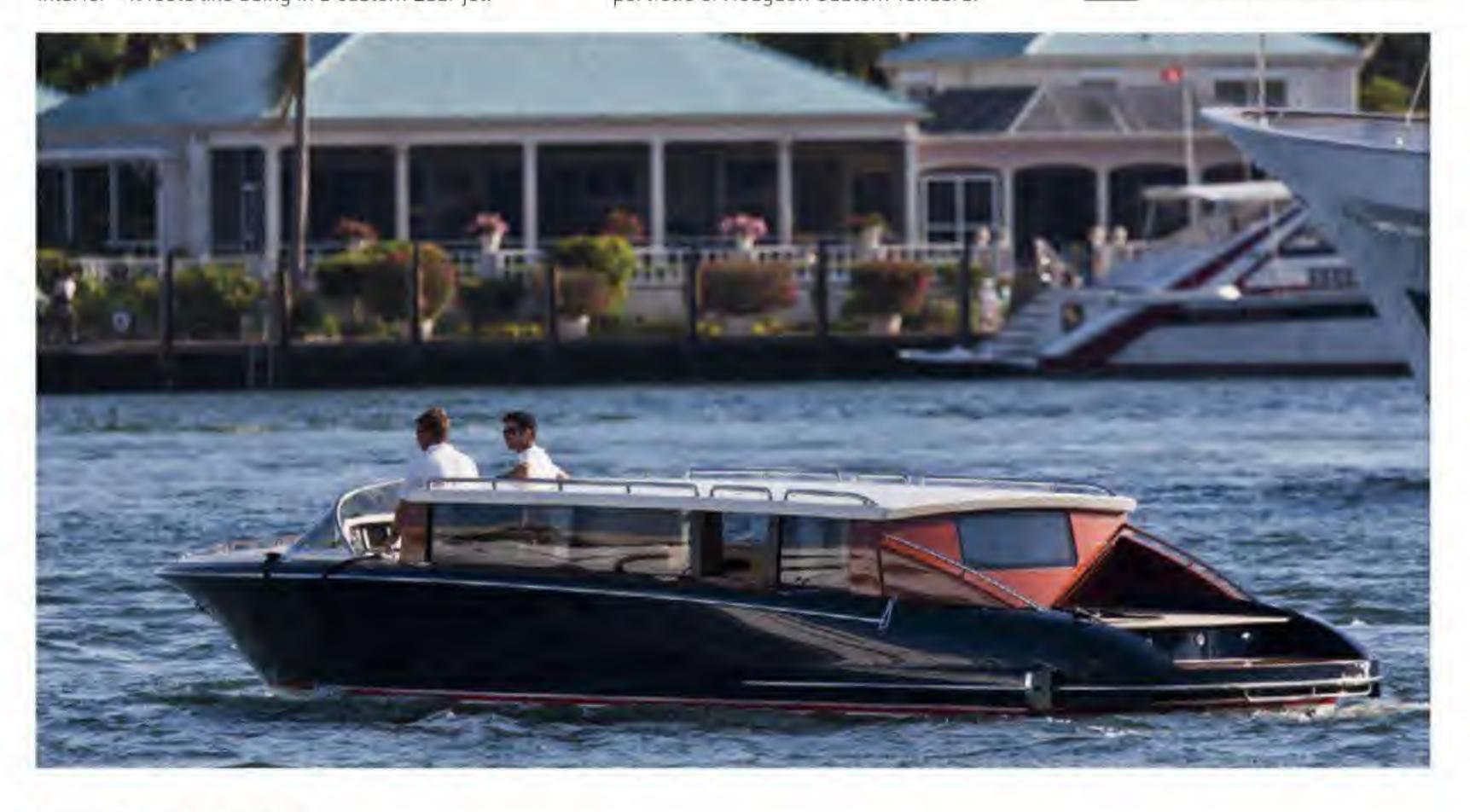
Drives
1 x Volvo DP Outdrive

Max speed 34 knots

Design

Michael Peters Yacht Design

Builder Hodgdon Yachts





CL124' | CL112' NEXT | GL100' | CL97' | NAVETTA 33 CRESCENDO | NAVETTA 26 CRESCENDO

Freedom means seeing beyond one's horizons, approaching places where no one and nothing can reach you. Ferretti Custom Line is where dreams come to life and become a matter of style, synonym of design and tailor-made elegance, of technological excellence and selection of the most prestigious materials. An exclusive experience, living the sea as an endless emotion.







# Supervacht Design

# Don't call me

AS THE ROLE OF A YACHT DESIGNER FRAGMENTS INTO SPECIALISMS, AN INFLUX OF EXPERTS FROM DISCIPLINES SUCH AS CAR DESIGN AND ARCHITECTURE IS CHANGING THE FACE OF OUR INDUSTRY. WHAT EFFECT ARE THOSE FROM NON-NAUTICAL BACKGROUNDS HAVING ON TODAY'S YACHTS?

'Could you do me a great personal favour?' asked the late Jon Bannenberg in a letter to a New York yachting magazine in 1990, 'When mentioning my name, refer to me as what I am: a designer, perhaps a nit-picking, irritating one, but nonetheless, not a stylist. That is a title I gracefully concede to Vidal Sassoon.'

Bannenberg expresses an irritation with the term 'stylist' that persists to this day in the yachting industry. It is easy to see why a designer (responsible for the exterior appearance, arrangement and perhaps also interior design of a yacht) would baulk at being called a stylist, who is responsible for the vessel's exterior appearance only. Or, in the stronger words of Bannenberg's missive, someone whose business is the 'flimsy tweaking of a structure'.

But charges that echo these might have been laid against Bannenberg himself in the 1960s, when he was at the vanguard of a movement that pioneered the profession of yacht 'designer'. This reduced the naval architect's domain to technical aspects and hulls, and left the looks and layout of yachts to people like him – who often weren't naval architects.

Indeed, ever since, the roles of those involved in yacht design have been fragmenting from naval architect, who did everything, to designer who did some things, to stylist who does one.

This growing spectrum of roles has opened yacht design to outsiders from a wealth of backgrounds.

The initial stages of this evolution were undoubtedly good for the superyacht industry. Bannenberg, a designer who trained as a concert pianist, could design yachts such as *Carinthia* (1971) and *Limitless* (1997) because the perception that you needed a naval architect to design the entire yacht had changed. The same could be said of architect Norman (Lord) Foster, responsible for some of the world's iconic buildings, or Philippe Starck, who's designed everything from toothbrushes to houses.

The question is whether specialisation has gone too far – whether the person contracted to create a yacht's exterior no longer knows what happens inside it, a disconnect that can hamper a yacht's performance, viability or safety.

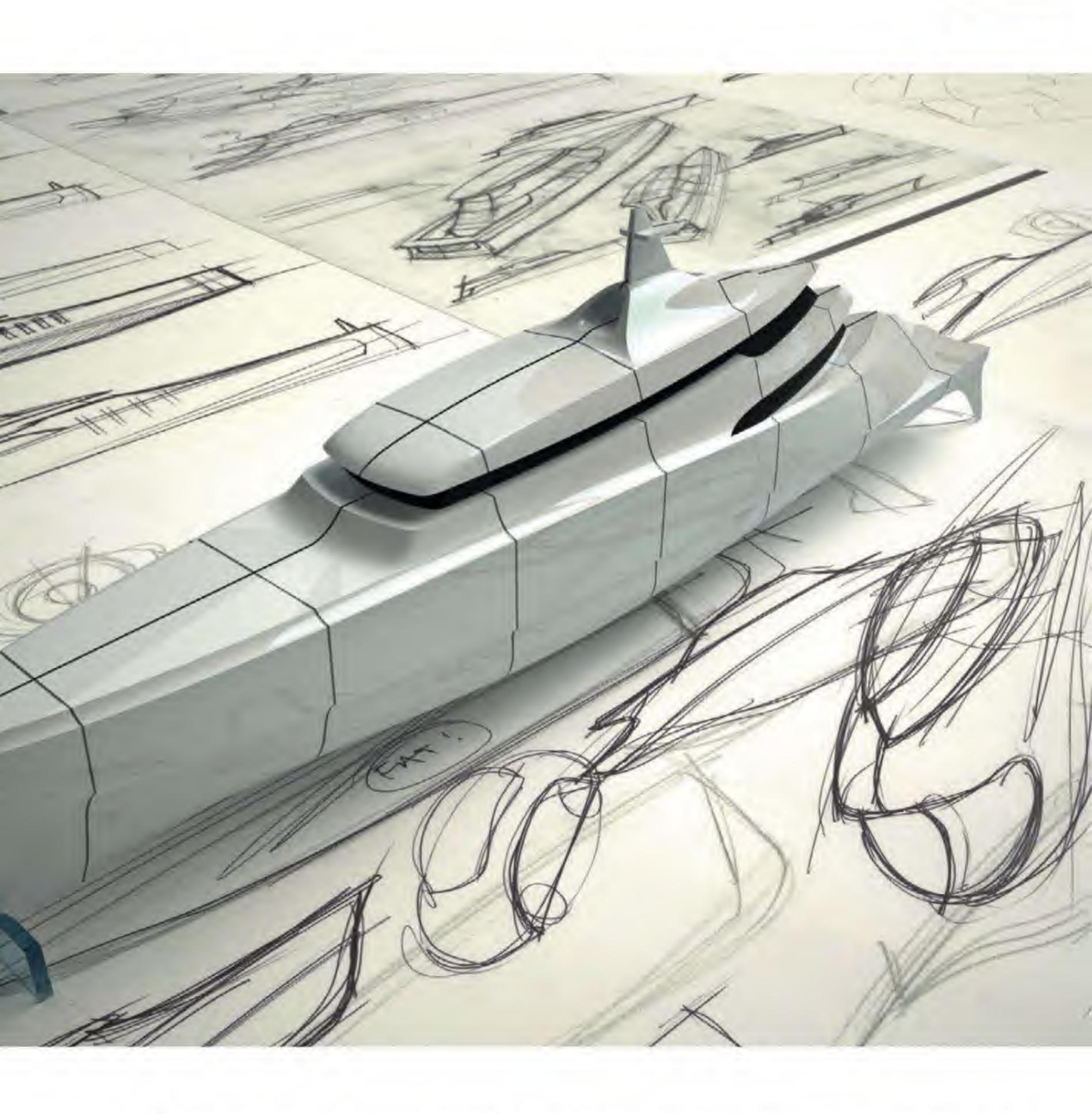
It's a problem that could easily have affected the famously avant garde project motor yacht A. Based on an American military research vessel, legend has it that Philippe Starck designed the concept in three hours. Martin Francis, technical and naval designer on the project, collaborated with Starck to make it buildable.

'He drew this thing with an inverted bow. It had no size, no engines, no crew accommodation – it was an image,' says Francis. Although not a naval architect, Francis has

words: Caroline White







Bannenberg, a designer, could create yachts because the perception that you needed a naval architect to design the entire yacht had changed



"The world has changed, and you, do you really know the true value of things?"









#### BILGIN YACHTS

#### Shipyard

Ic Kurnsal Mevkii Sokak No:45 Kucukcekmece / Istanbul info@bilgin-shipyard.com

#### Europe General Sales Office

Everset, 175 Gours de la liberation 38100 Grenoble info@bilgin-shipyard.com

#### Maintenance and Customer Services

Toulon/Marseille Port Corbiere Quai de la lave 13016 Marseille Info@bilgin-shipyard.com

#### www.bilgin-shipyard.com / info@bilgin-shipyard.com

Bilgin Shippard Eversel Groupe A listed Company on the Paris Stock Exchange











# supervacht Design

worked in architecture and engineering for much of his career. He decided with Starck on the size, general arrangement and power, but also developed a lines plan and did all the calculations. Then he tested it and drove an advanced scale model around the Solent. 'This was before going to a shipyard. Nobody ever does that stuff normally before going to a shipyard,' says Francis. 'I wasn't prepared to go off on a tangent in terms of styling, a whim, if it turned out it wouldn't perform well or it was dangerous.'

As it transpired, A performed beautifully, with a fine entry and an efficient hull.

Collaboration of this sort works for other designers without naval architecture backgrounds. Bannenberg & Rowell designs both interiors and exteriors, but neither of its directors – Jon Bannenberg's son Dickie or Simon Rowell (a designer who came to yachting from hotel design) – is trained in naval architecture. Nevertheless, they consider technical aspects from the beginning.

'We employ a designer who happens to be a qualified naval architect. So even if we're talking about conceptual, early-day design, it's not pie in the sky,' says Rowell.

When it comes to sailing yachts, where rig and hull are all important, or high performance motor yachts, this early integration is even more important.

Iñigo Toledo, president of Barracuda Yacht Design, is a naval architect and yacht designer who has worked on Spain's America's Cup campaigns. He believes fast sailing and motor yachts are still the realm of the naval architect.

'If you want a boat to do 60 knots you can't have someone styling the boat and someone else doing the engineering architecture. That doesn't work,' he says.

'If you want your boat for parties only, these things don't matter. Then you start with the marble and the swimming pools – fine. But we're (Barracuda) especially good at other things. We can do floating apartments, but the guys who do floating apartments cannot do what we do.'

And here lies the crux of the problem for stylists – and to some extent designers: if a naval architect can do what you do and more, why do we need you?

On a practical level, it is worth noting that designers who are not naval architects have been involved in successful high-performing yachts. David Summerfield, architect and senior partner at Lord Foster's firm Foster + Partners, was responsible for the exterior styling of the *Pantbalassa*, a well-regarded 56 metre ketch that came third in last year's Perini Navi Cup. 'We started on the project at the same time as the naval architect, so it was completely seamless teamwork,' he says.

But those from other disciplines also import expertise that enriches yacht design.

'Architects are very keen on emphasising the quality of space inside the yacht, trying to get as much light in as possible, and





A hydroform model by Claydon Reeves (previous page); Starck and Francisdesigned motor yacht A is tested (above); and the finished yacht (bottom)





# supervacht Design





The influence of non-industry expertise can be seen in the light, open-plan interior (left) of the ketch Panthalassa (above), by the architect Foster + Partners

## 'Clients work with us on the livery. The wrapping creates the identity, and in our business, it's about a unique identity.'

on *Panthalassa* we took away walls on the main deck so it opened up completely,' Summerfield says.

'But more generally, we're involved with quite a breadth and width of projects, from door handles to skyscrapers, so it gives us a comprehensive view of looking at things.'

That's true of James Claydon and Mike Reeves, cofounders of design studio Claydon Reeves. Reeves also studied architecture, but both are from automotive professional backgrounds, where the term styling is more commonly used, although in yachting they eschew it. That's because they are well informed about yachts and the title suggests they are not. During client presentations they use physical 'hydroforms' as well as renderings and drawings as additional tools to inform and take the process forward.

'Hydroforms are pure models – a pared back, distilled version of what the final boat will be like,' says Reeves.

'It involves a client in the design process, describing to them what it could be. It's not ground-breaking, it's just not one people have used in the yacht industry. For a long time the car industry has been doing things like this.'

The pair's experience in surfacing cars – the design of the wrapping – is also a cut above what many yacht designers bring to their work. 'A lot more subtlety that can be brought into surfacing, real detailing. The interaction of a concave surface with a convex surface,' says Reeves.

Similarly, Peder Eidsgaard and Ben Harrison, Eidsgaard

Design's creative directors, have experience in other fields.

'Peder designs planes as well,' says Harrison, who trained as an architect. 'You can't change the body of the plane, but clients spend a lot of time working with us on creating the livery. The wrapping creates the identity, and particularly in our business, it's about a unique identity.'

Indeed, modern desire for expressing individuality may be at the root of the rise of the stylist. Peder Eidsgaard estimates that while the interior accounts for 90 per cent of a designer's work, and the exterior 10 per cent, most whole boat contracts are won on the basis of the exterior design.

'Some boats express aggression; others will be calm and gentle. This is often a reflection of how the owner sees themselves, or what they want to portray,' says Eidsgaard.

And why this fixation on expression through looks rather than, for example, speed? Eidsgaard believes that for motor yachts, besides quality, the aesthetic remains the pivotal element setting one apart from another.

'In all industries technologies are so advanced and so accessible that the way to separate products is through visual identity. That goes for cars, electronics, like a fridge or a microwave – it's only aesthetics that differentiates. The same thing has happened in the yachting industry.'

Perhaps then, since its style has become such an essential element of a yacht, the term 'stylist' will one day lose its negative connotations. Especially if its purveyors continue to show there is substance beneath it.



### PROTEKSAN TORGESSE

ON THE WATER LANATURELLE DEE 50M MOSAIQUE 50M VAJOUROJA 37 SM CAMELEON B 42.5 M FEGASO 53 4M SEA D 39.5 M TALISMAN C 54.7 M PETARA 58.2 M HAIDA G 71 TM QDESSA 49.6 M VINYDREA 53 M LEO FUN 53.5 M SEQUEL P 54.7 M BARAKA 58.2 M TURQUOISE 55.4 M YOGI 60.2 M TALISMAN C 70.5 M

#### FIRST IMPRESSIONS...

Visit Istanbul and you can't fall to be impressed by the Bosphorus Bridge linking the west to the east, or more recently by the striking lines of our latest launch, Talisman C

#### ...THAT LAST.

At Proteksan Turquoise you get a lot more than just a first impression for your investment. Outstanding build quality and finish means outstanding resale value, outstanding charter potential and world class acceptance. With over a kilometre of proven world class yachts delivered, 185 metres in 2011, all on time! we have a further 260 metres still in build.

Get in touch to become the next world class owner.

www.proteksan-turquoise.com Telephone: +90 216 474 25 90 e-mail. main@proteksan-turquoise.com



# 





# DENNIS WASHINGTON LOVES REBUILDING YACHTS TO HIS OWN VISION, BUT AFTER A SHIPYARD FIRE AND A HANDS-ON INSPECTION OF THE OLD STRUCTURE, HE REALISED ATTESSA IV WAS HIS BIGGEST CHALLENGE



People who don't know Dennis Washington wonder why he rebuilds yachts instead of building new custom ones. It's a question he used to try to answer. Now, having finished his fourth massive rebuild, he just shrugs off such inquiry. You either get it or you don't.

There isn't a yard on the planet that can build custom enough for Washington, or a yard that could function with an owner as involved in the build process. Full disclosure: I've seen every one of the *Attessa* rebuilds, starting with the conversion of the 39.6 metre Kong and Halvorsen *Yecats* in 1991. For Washington, who made his mark in heavy industry, a good hull is his version of a clean sheet of paper; on it he builds his dream along the principles of what he perceives as the best of Dutch boat building. Large mechanical objects and companies in need of a turnaround are his particular talent.

Redoing yachts is Washington's passion, pleasure and relaxation. It gets his creativity flowing and provides him with the ultimate group activity. His projects combine the talents of Seattle-based designer Glade Johnson, Washington's wife Phyllis, and his captain Ted McCumber, who joined the band as captain of the first *Attessa*, when

the yacht was just a few weeks old. McCumber has been managing the projects since. In Washington's portfolio are companies that work with stainless steel and hydraulics, and since that first boat he's purchased ship repair facilities and with it, highly skilled marine tradespeople.

Yacht broker Merle Wood, who has represented Washington on a number of purchases, set the current rebuild in motion in the spring of 2007, by telling him that Chang Yung-fa, chairman of the Taiwanese Evergreen Group was ready to sell his 91 metre yacht *Evergreen*. Chang had the yacht designed by Diana and built at a commercial yard in Japan. It was a conservative yacht for a different type of cruising and culture, but Wood saw it had something in common with all the previous *Attessas* – good bones and a challenge.

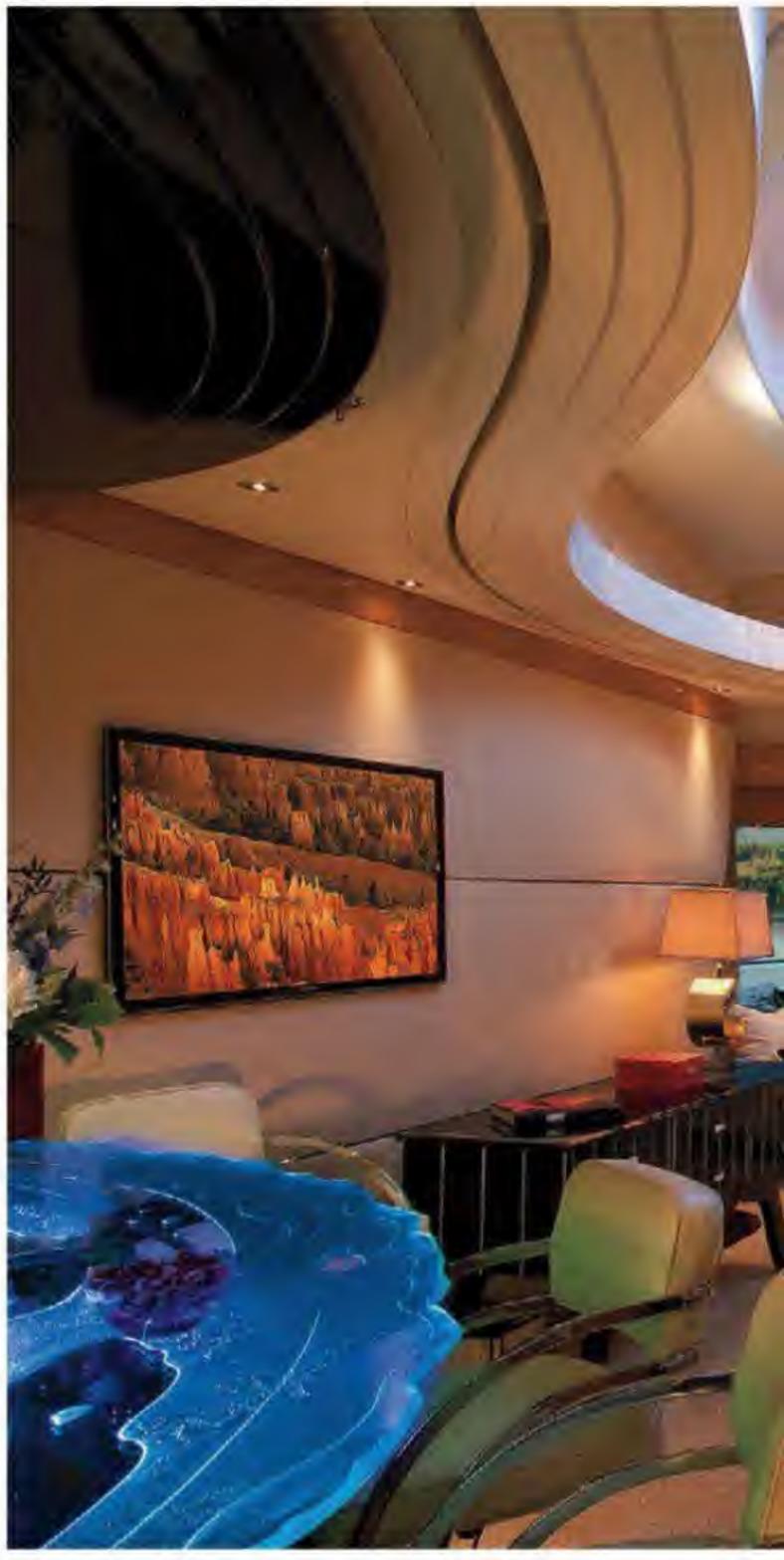
'I knew chairman Chang from shipping (one of Washington's companies launches a new container ship every 45 days) and I knew the boat was as Dutch as could be,' says Washington. 'They called it a Japanese-built Feadship. I flew over with Glade to have a look. Once we decided it would work, the negotiations took about half an hour.'

About one million
man-hours were required
for the entire rebuild. The
wheelhouse (above and
below) features ballistic
glass, much of it retained
from the original yacht. The
aft saloon (right) on the
multi-purpose guest deck,
is followed by an alfresco
dining space further aft











'My job was to envision spaces and create architecture to suit the size of the yacht,' says Johnson. 'We never had a spec and no concepts were value engineered.'



A month later *Evergreen* steamed into Vancouver via Hawaii.

Vancouver Shipyards – where Washington companies repair tugs, ferries and cruise ships, has a corner devoted to Washington Yachting Group. It was here that a 30 x 90 metre floating shipyard was constructed on a barge, while engineering drawings were being made for *Evergreen's* revival. The two-storey barge, complete with offices,

machine shops and tool storage, would support much of the work being done while the yacht was alongside. Diana was retained to survey the hull and condition of the systems against the original documentation, while Greg Marshall was hired as the naval architect for the new decks and superstructure.

One September morning McCumber awoke early as usual and padded into the kitchen for a cup of coffee;





## The concept was ambitious: new bow, new stern, new foredeck tender garage, new spa, new superstructure shape, all new helipad, and totally new interior layout

from that vantage point he saw smoke rising from the direction of the shipyard. By the time he got out the door and down the hill, some Washington employees had already discovered the fire was coming from the barge and were fighting it with hoses.

'The two boats (yacht and barge) were firmly lashed together stern-to-stern and I could see the crew fighting the fire from *Evergreen*'s aft deck,' recalls McCumber. 'Our first priority was to get the yacht away from the quay. The boss's tug arrived as we cut the lines to the barge. The tug pulled *Evergreen* away from the burning platform with the crew still pouring water on the blaze. On the other side of the port, Washington had seen the smoke and roared over in his tender to investigate. He and the tug captain directed traffic, keeping *Evergreen* upwind of the flames while the yacht's crew and shipyard fire team battled the blaze for half an hour until fire trucks arrived.

Fortunately no one was injured, but the barge with tools and shop equipment was a total loss. 'The next day we started bringing in work trailers and scaffolding to erect a work zone next to the yacht,' McCumber says.

Step one, dismantling the existing yacht, took nine months. Giant waste containers were filled 200 times. In the course of the demolition, they discovered that as well as featuring weapons (rocket launchers and machine guns), the yacht had been made bullet proof. Its steel hull and superstructure were backed with Kevlar and the windows were ballistic glass.

'We left it in and where we replaced glass, it's ballistic as well, says McCumber. 'You never know.'

Washington's concept was ambitious: new bow, new stern, new foredeck tender garage, new spa, new superstructure shape, all new helipad, and totally new interior layout, including crew areas. The yacht originally had a large karaoke bar, 15 owner and guest cabins and room for 21 crew in rather packed conditions. While the main deck and above were gutted to the shell, McCumber planned to perform only maintenance on the engines and leave the engine room intact, but Washington found a decade of use had taken its toll. In addition to overhauling the mains and generators to zero hours, virtually every bolt and wire was replaced, engines re-bedded, fuel tanks moved, flume tanks removed and the space stripped, soundproofed and painted. The boat was formerly ABS classed but is now Lloyd's and MCA.

'The boat was similar to SOLAS class before,' says McCumber, 'so the only big change was adding the Hi-Fog fire system.' That and reconfiguring the crew areas, extending and widening the bow section, adding the folding mast, a forward tender garage with gull-wing doors that can be operated in a full gale, bulwarks that slide down and aft simultaneously to allow the large tenders – an 11.5 metre Novurania Chase and a 10 metre Riva – to be launched over the side, and the huge aluminium stern door that disappears completely from view down and under the aft deck sole.

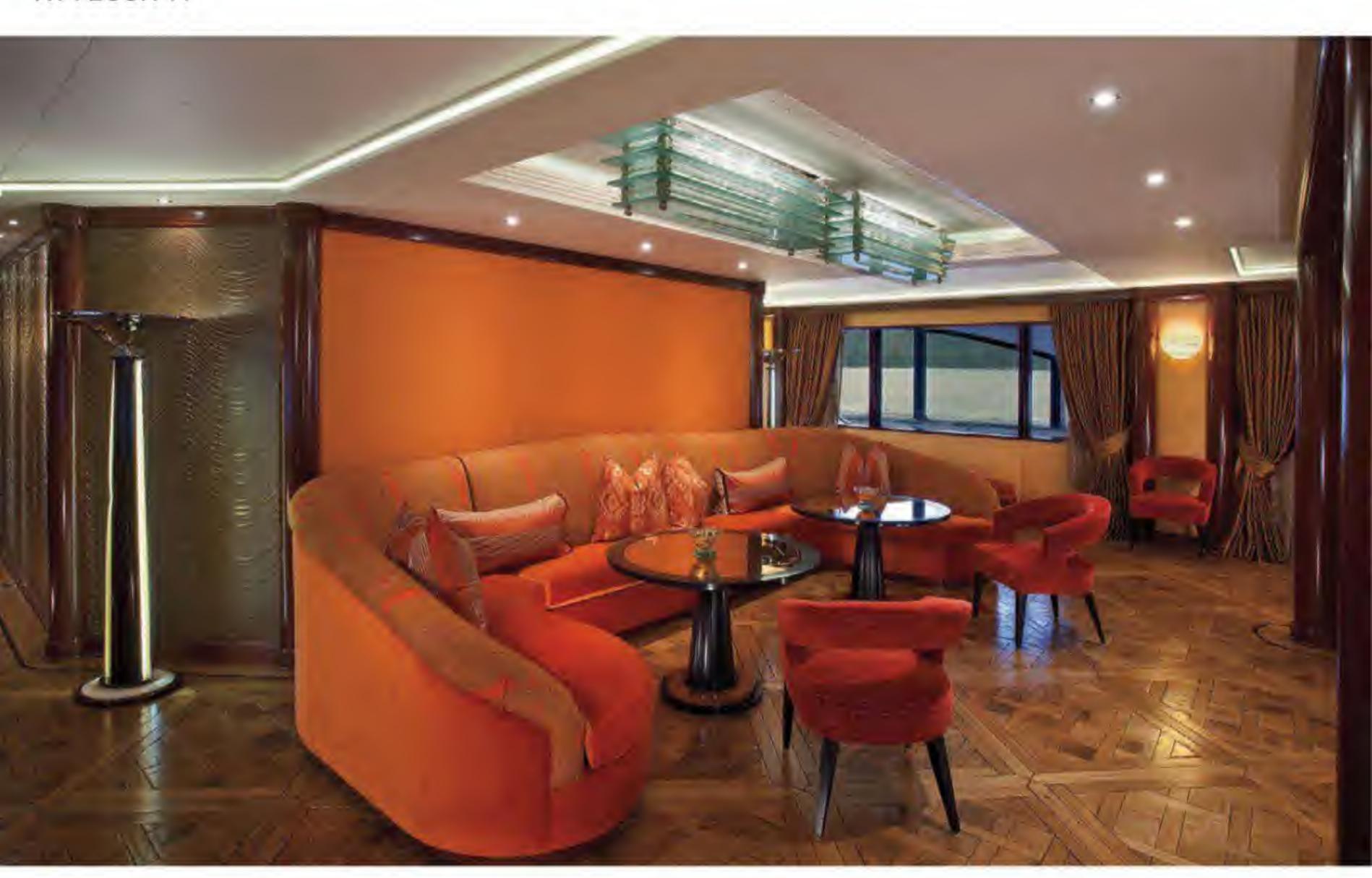


On the guest deck, side walls pinch in to create sheltered spaces (above). The stairs (top right) spiral through five decks, and are divided by a fore and aft passageway, making a landing and foyer at each deck. The forward dining saloon (bottom right) on the guest deck is a cosy spot – with storage cunningly concealed behind hinged bookshelves









'It wasn't required to be a watertight door because the next door and bulkhead to the interior is watertight, but we made it that way. I don't like seeing open doors sticking up in the air,' says Washington.

Washington, as noted, liked the yacht's size and overall structure, but thought it looked entirely too commercial, like a cruise ship. The puzzle he worked on was how to keep such a large vessel intimate, both inside and out. To control the vastness of the space, he envisioned the yacht having a waist at the area of the central ventilation and exhaust trunks amidships, and flares to widen the side decks fore and aft.

'Working with Dennis is an exchange of ideas. He gives direction, we do concepts, he reacts,' says Johnson. Johnson first makes sketches of the spaces by hand to capture his client's vision, then has them rendered in 3D using the Rhino modelling software. 'Dennis really pushed me on this one. He didn't want a particular style; however, I knew that Phyllis Washington, who is an antiques dealer (as well as a professional interior designer), would be putting a lot of distinctive pieces on board, so my job was to envision the spaces and create architecture

to suit the size of the yacht. We never had a spec and none of our concepts were value engineered.' Once the space planning and architecture were approved, the 3D Rhino models went to Washington Yachting Group, where a team of 10 specialist engineers checked calculations before turning the work into shop drawings.

Indeed, the space is a vast canvas with 2,322.5 square metres of interior, including 1,672.25 square metres in owner and guest areas. From day one, the yacht was going to have a grand entrance area and stunning central circulation. The stairs, spiralling through five decks, are split into pairs of semi-circles divided by a fore and aft passageway, making a landing and foyer at each deck. The forward bulkhead of the stair column is a 14 metrehigh wall of gold waves applied using a patented process that applies cold sprayable metal to almost any surface. These panels shimmer above a stunning sole and stairs of white Botticino marble with Verde Rameggiato border and diamond-shaped insets, and stair rails in polished stainless steel with gold detailing. Each of these landings and lobbies is uniquely decorated.

The show-stopper, however, is on the deck above



The owner's wife, an antiques dealer, placed a lot of pieces on board (above). The spa (middle, far right) on the lower deck, leads to a gym and swim platform. The main deck cinema (right) also has a lounge and bar at the rear







This is a vast canvas, with 2,322.5 square metres of interior, including 1,672.25 square metres in owner and guest areas





'My husband loves classic movies,' says Mrs Washington, 'so I made this match what Jean Harlow's bedroom would have been like.'

main, called the guest deck, where this lobby becomes an athwartships passage, as well as offering access to the walk-around side decks and side terraces. If the view itself, through the floor-to-ceiling windows and doors port and starboard, isn't arresting enough, this lobby features three Botero sculptures.

The side terraces incorporate what Washington calls 'flare-outs', a series of graceful curves on each deck to eliminate the slab-sidedness of the original profile and remedy the straight deck sightlines. On the guest deck, the flare is amidships, on the bridge deck there are flare-outs forward, adjacent to the wheelhouse and aft for the owner's private deck exterior seating. The sweeping shapes increase the beam from 13.1 metres at waterline to a maximum of 16.1 metres aloft and create drama from any angle as well as useful space. At the foyer on the guest deck, the side walls pinch in at the area of the flares, creating sheltered space for *chaises* on either side.

There are four large, elegantly decorated guest suites on this level and with the dining room/library forward and a saloon aft, followed by an alfresco dining space and sun pads, it is a deck with enough varied spaces and activities for an entire day. The forward dining saloon is worthy of particular note, as it is one of the cosiest spots aboard. Originally, the room in this position had a window overlooking the foredeck, but since *Attessa IV* 

would feature a garage here for the 6.7 metre crew tender, jet skis and kayaks, this window was enclosed with storage concealed behind hinged bookshelves. The room is reconfigured as an octagon with the dining table at its centre under the largest dome Johnson could create out of the 'tween-deck space. So large is the room, that beyond a huge round dining table surrounded by Albert Pinto chairs, there remains room for tables and reading areas with overstuffed chairs next to the windows. The room has as its secondary focus a 19th-century English fireplace with bronze detailing. As with all the fireplaces aboard *Attessa IV*, the flames are a hologram.

The master suite is one deck above. Here the stair column on port is the backdrop for Washington's desk, which is adjacent to large windows. There are entrances port and starboard to the master stateroom, which is an homage to the glamour of Hollywood in the 1930s.

'My husband loves classic movies so I made this match my idea of what Jean Harlow's bedroom would have been like, with a white-on-white shimmery silk theme, Lalique mirrors, crystal Toro sconces and a gilded headboard,' says Phyllis Washington. The fireplace is an ultra romantic 19th-century English piece with statuary marble. A large bath and dressing area separates the stateroom from its sitting room, which features the contrast of sapele joinery and leather chairs and another fireplace, this one a 19th-



The master suite
(top) is an homage to
1930s Hollywood, with
a shimmering silk theme
and a gilded headboard.
The lower deck (right)
offers two more guest
suites and two twin cabins,
as well as the spa area









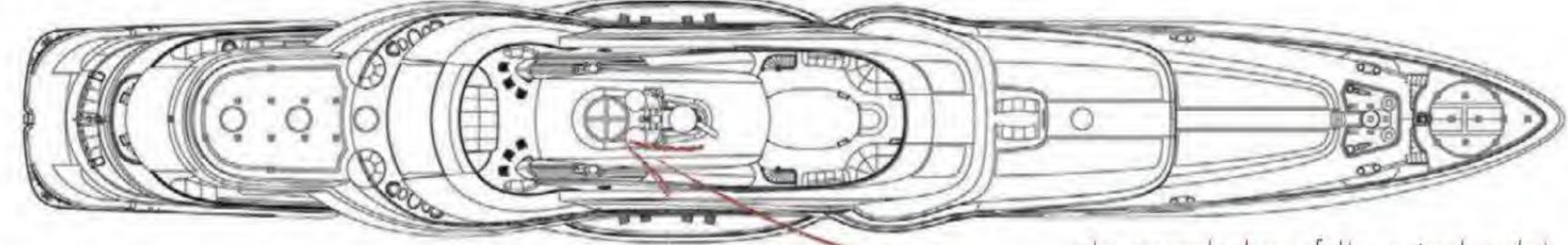
century French, Louis XV-style in verde marble. The colour scheme of the sitting room is primarily green as a bridge to their private aft deck lounge done in navy blue and green tones.

Originally, the deck above was going to be a sundeck, then the Washingtons' son bought a Chihuly chandelier at a charity fundraiser. It is a famous piece, more than 2.2 metres tall, and was part of a Chihuly exhibition in Venice in 1996. As it was hung near a fishmonger's shop, it became known as *Mercato del Pesce*. Searching for a way to incorporate the piece in *Attessa IV*, Washington and Johnson hit upon the idea of enclosing the sundeck with a composite superstructure and bumping up the centre with a dome five metres above floor level. The space and

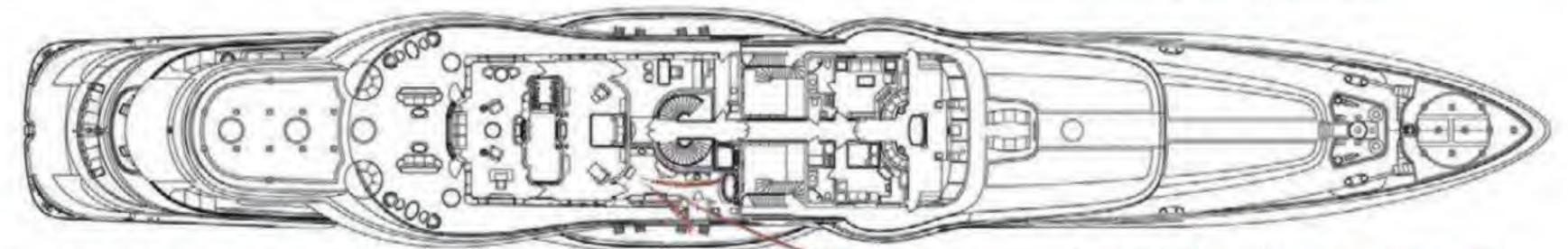
the piece seem made for each other and in fact this multifunction room, called the Chihuly Lounge, is one of Washington's favourite spaces in the yacht.

Another favourite is the spa on the lower deck, where numerous treatment rooms and a sauna lead to a gym and out onto the swim platform. Just forward of the spa are two more guest suites with king-size beds, and a pair of twin cabins Phyllis decorated for her grandchildren. And then there is the main deck cinema with its 3D capability and lighthearted adjacent lounge and bar.

'The boat definitely evolved as it went along, and became much more sophisticated in its complexity. I know how every inch of this boat is built,' says Washington, as if to sum it up. 'It's really custom.'

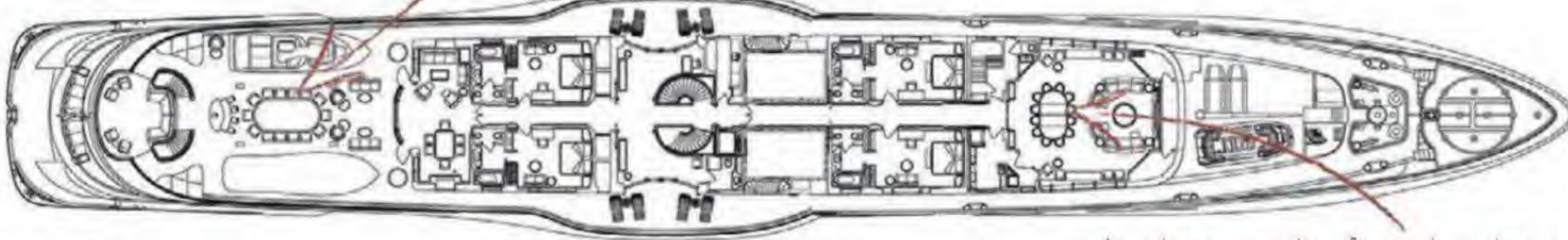


The composite dome of the enclosed sundeck reveals the chihuly chandelier

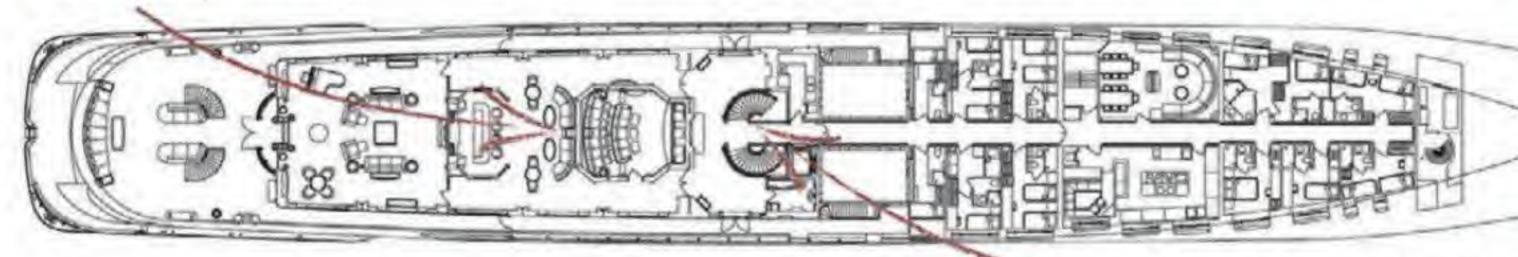


Aft of two of the four guest suites on the guest deck are a saloon and dining space.

A large bath and dressing area separates the stateroom from the sitting room

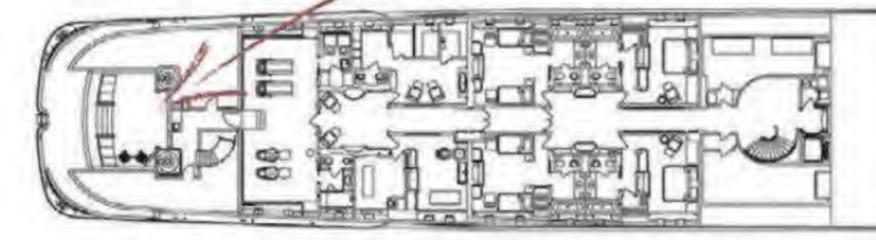


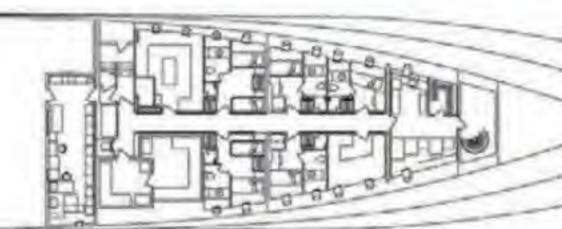
The main deck cinema has an adjacent lounge and bar In the dining room, the forward window is enclosed to hide views of the crew space



The gym and spa on the lower deck lead out onto the swim platform

The stairs spiral through all decks and are divided by a passageway on each deck





#### ATTESSA IV Evergreen Shipyard / Washington Yachting Group

LOA 100m

LWL 85m

Beam 16.75m

Draught 4.6m

Displacement 859 tonnes

Gross tonnage 2,854GT

Engines 2 x Wartsila 12V32E, 14,000hp

Speed (max/cruise) 25/18 knots

Range at 16 knots 7,660nm

Fuel capacity 399,133 litres

Bowthrusters 260hp

Stabilisers 2 x Vosper/Naiad Generators

3x Wartsila 320kW, 1 x Caterpilar C9 @ 250kW

Freshwater capacity 105,000 litres

Owner and guests 18

Crew 28 Tenders

Aquariva, 2 x Chase Novurania

Construction

Steel hull, aluminum and composite superstructure

Classification Lloyd's # 100 A1 SSC,

Yacht, Mono G6, LMC, UMC, UMS/MCA

Builder/year Evergreen Shipyard/1999 Refit yard/year Washington Yachting Group/2011

Naval architecture Diana Yacht Design/ Greg Marshall Design

Yacht design Greg Marshall Design

Original exterior Styling Felix Buytendijk Refit exterior styling Glade Johnson Design

Refit interior designer Glade Johnson Design

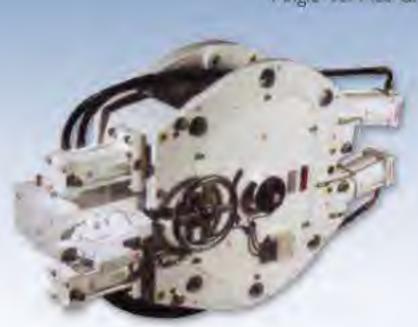
Owner's project manager Ted McCumber

### Putting Your Comfort

## First AtRest & AtSpeed



Angle-Vel-Acc CAN Controls



Over 10,000 Stabilizer Systems in service, including the first AtRest™ (zero forward speed) fin system



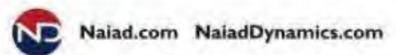
Quiet & Efficient AtRest™ Stabilization Power



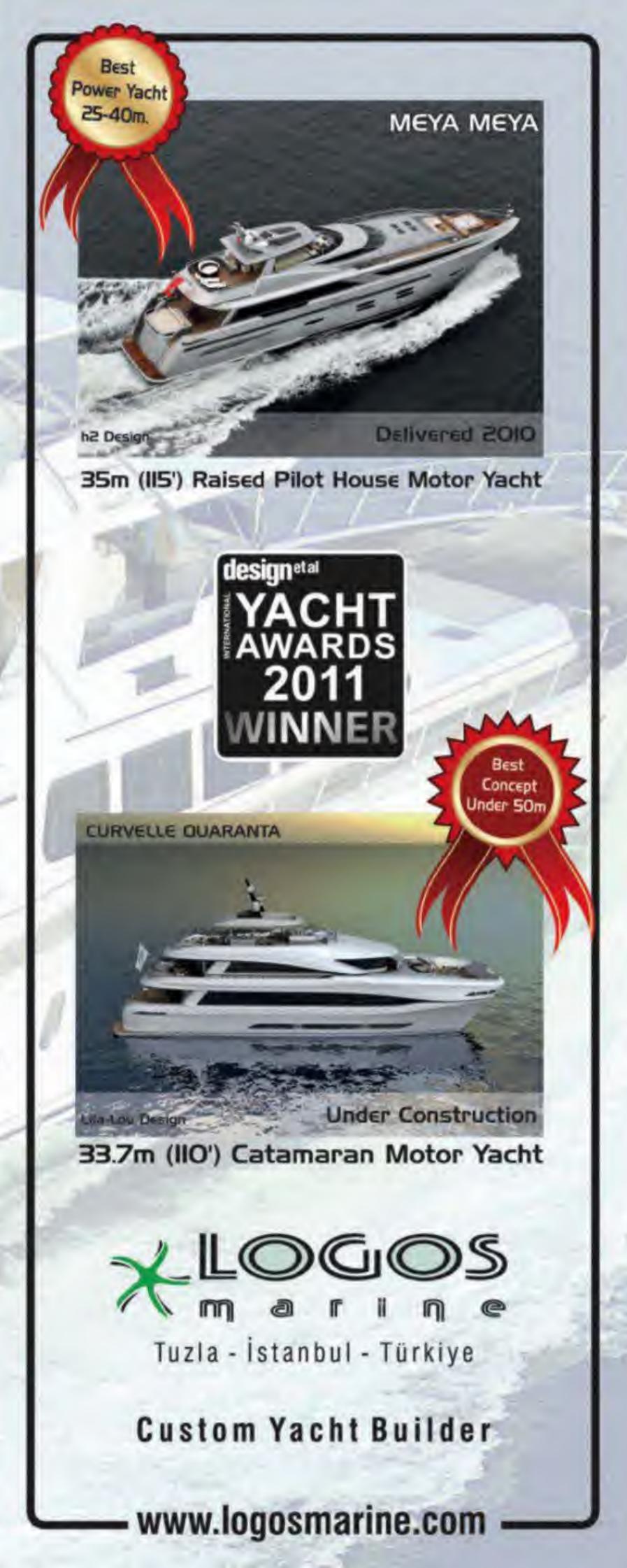
#### STABILIZATION AND ADVANCED RIDE CONTROL

for the world's most demanding ship applications, including over 50 Navies, most of the world's fast ferries and more luxury yachts than any other company. Enhance your yacht, both AtRest™ and AtSpeed™ with ND military-grade technology, quality and engineered durability. Let us show you how our 'firsts' put you first.

NAIAD DYNAMICS US, INC. NAIAD DYNAMICS UK, LTD
NAIAD DYNAMICS HOLLAND, BV



@ 2011 Naiad Maritime Group, Inc.





THE MAR-A-LAGO CLUB, PALM BEACH, FLORIDA October 25th 2011











Boat International Media would like to thank all of our sponsors and partners who helped to make the second annual ShowBoats Design Awards a tremendous success

Silver Sponsors



MAYBACH



Award Sponsors

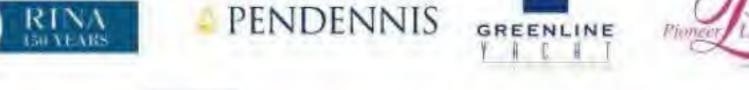












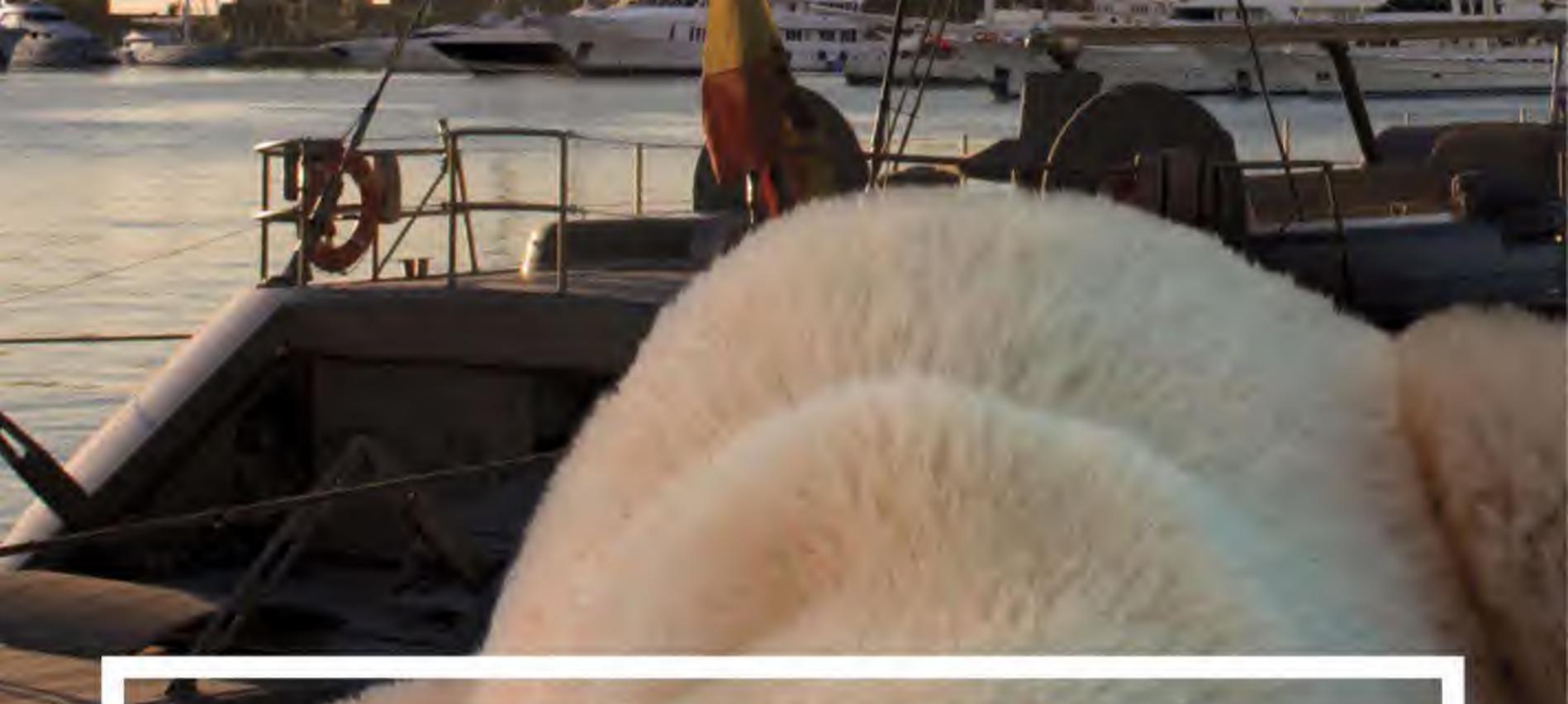














Even bears hibernate with us



A perfect destination all year round

www.porttarraco.com



# Falcon





words: Peter Boulton photography: Bugsy Gedlek







The interior designer had to consider the fishing aspect, and that normal occupancy would be predominantly male







Falcon's sundeck – with spa pool – underlines the designer's efforts to make the décor as masculine as possible, reflecting the owner's preference for extensive fishing trips



88 www.boatinternational.com



Not so long ago, an old sailing colleague commented that it must be difficult not to run out of superlatives when describing modern yachts, bearing in mind the incredible standards of décor, fit and finish in even the most average of vessels. But maybe it's not so much a matter of running out of superlatives, as their application. Such is certainly the case with Trinity Yachts' splendid new 50 metre motor yacht *Falcon*, in its series of 'under 500 GT' constructions.

Its appearance is graceful but eminently seaworthy – terms increasingly synonymous with Trinity products over the years. Seaworthiness is a given, considering the yard's extensive experience in the production of yachts and fast military vessels; practicality of operation is built in.

'Although we built this order from scratch, it was based upon our proven in-house naval architecture and hull design, to which we made a few changes according to owner requirements,' says Billy Smith, vice president of Trinity Yachts, 'For example, we relocated bulkheads, thus *Falcon* has a six-guest-cabin layout, some with Pullman berths. The owner is a keen fisherman and among his friends he can count on several like-minded guys – hence the extra accommodation. *Falcon* is just a fantastic yacht to take on fishing expeditions. Of course,' he adds quickly, 'we're not talking sport-fishing here. In his case, the owner simply enjoys quiet anchorages, the company of friends and the ability to fish from an array of centre-console fishing boats during the day.'

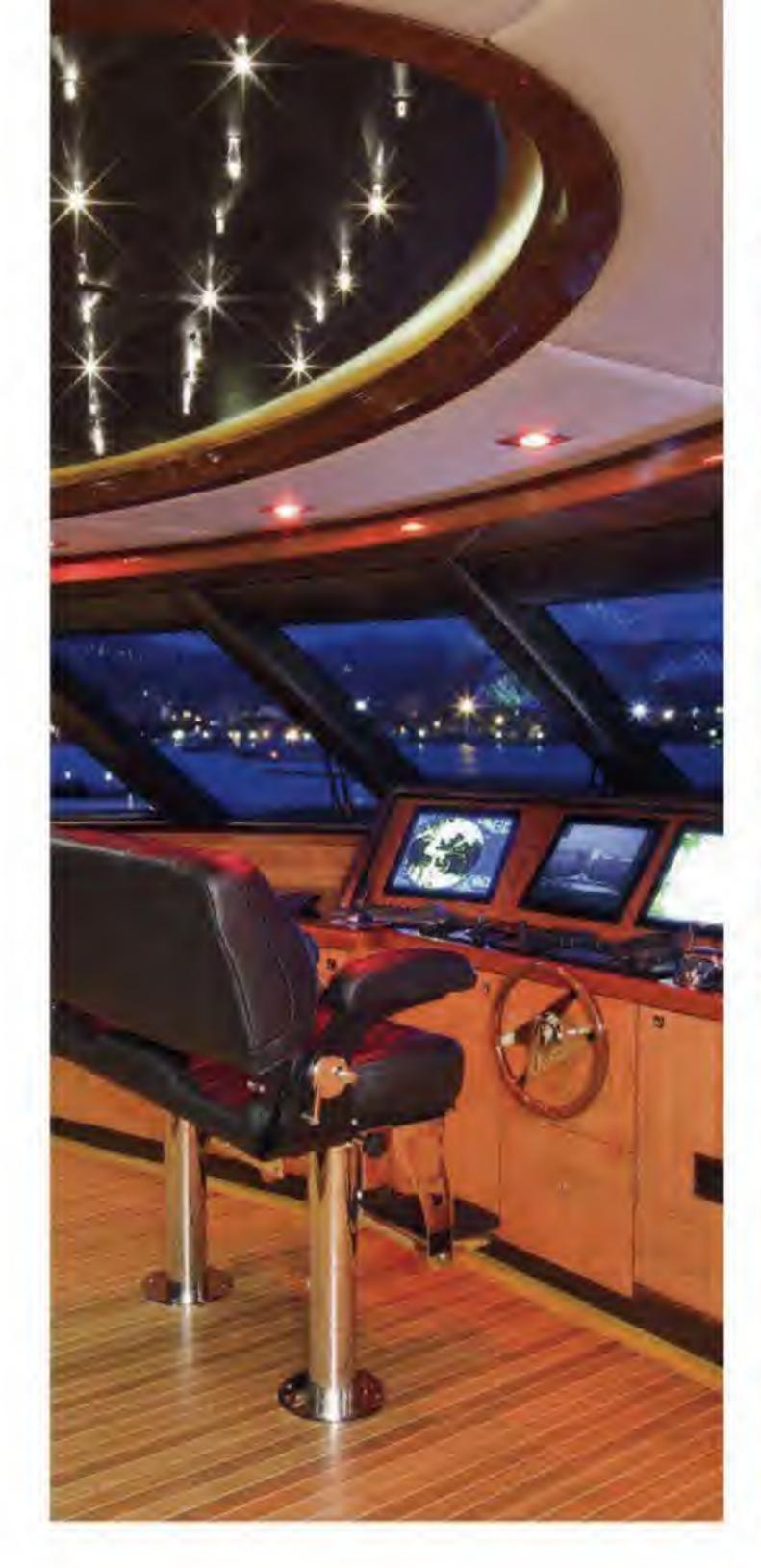
With friends and fishing as a baseline, it's easy to imagine that the décor in general would be masculine. In fact, it's the visible lack of feminine touches that accentuate the masculinity – remarkable when considering that it was a woman who interpreted the interior.

The designer, Karen Lynn Poulos, from Fort Lauderdale, Florida, established Karen Lynn Interiors 10 years ago. 'I've been around yachts and boats all my life,' says Poulos, 'and from an early age discovered an artistic ability I was determined to develop into a career.

'I first became involved with *Falcon* back in 2008, when she was still in the initial stages,' she continues. 'This was a real clean-sheet-of-paper deal and required a fair amount of background study to achieve the kind of ambiance best suited to the owner's accustomed lifestyle. There was also the fishing aspect to be considered and the likelihood that normal occupancy would be predominantly male.

'In general,' Poulos explains, 'the layout is fairly conventional, with the exception of the six guest cabins on the lower deck. Here on the main deck I kept it simple and used the sumptuousness of the materials to define a welcoming ambiance in the saloon and dining area, the two being separated by a slim island containing a concealed television.' We move starboard and forward







through an elegant foyer, which has a stairway accessing all decks, a dayhead and the entrance to the owner's suite. This is beautifully appointed but restrained. Poulos points to the bathroom, 'All bathroom floors, including this one, are a mixture of different light emperador marble, accented by defining designs using different colours of mother-of-pearl.'

Back at the foyer, a small door alongside the stairway leads to the impressive main galley. At more than seven metres long, it runs from the ship's centerline to extreme outboard. The chef's cabin is conveniently adjacent to the galley (great for midnight snacks), back-to-back with the owner's suite, but has no windows.



The bridge (above left), with its businesslike chair and console, offers good visibility through large windows. The aft bridge deck alfresco dining area can cater for up to 14 guests, while the upper saloon is designed around conversation areas while maintaining a masculine feel in its décor

The owner simply enjoys quiet anchorages, the company of friends and the ability to fish from centre-console fishing boats during the day.





A potential drawback for the chef is that the crew must trail through the galley to get to their quarters. The quarters themselves are bright, spacious and comfortable, probably made more so because the engineers have their own cabins elsewhere, aft of the engine room.

Ascending the foyer stairs leads to a small service area with a dayhead, the audio/visual systems racks, and doors leading to the main bridge, the captain's cabin and a small-ish but delightful VIP suite with fantastic sea views.

The main bridge is a large space with forward-hinged side deck doors and well-sized windows that ensure plenty of light and great visibility. The interior is charcoal and shades of gray, offset by a varnished teak and holly deck. The centre console houses five interactive information screens, flanked by flat spaces for charts and other paraphernalia. There are no macho 'flight-deck' pilot seats, just a centrally mounted, nonadjustable chair for a watch-keeper. As for the captain's personal accommodation, although his cabin is correctly positioned directly behind the bridge, access is instead via the foyer at the top of the adjacent stairway. Most surprisingly, as with the chef's, this cabin has no natural light.

Poulos opens the aft-facing door to the upper saloon, another example of masterly understatement. 'I tried to create intimate conversation areas,' she says, 'And although the setting is opulent, I feel I've managed to 'I tried to create intimate conversation areas, and although the setting is opulent, I feel I've managed to stabilise it with masculine overtones.'



stabilise it with masculine overtones.' This achievement is visible throughout the entire yacht and she can be justifiably proud of the owner's expressed satisfaction.

One practicality that affected all aspects of construction was *Falcon*'s intended cruising grounds. 'From the get-go,' Smith says, 'we knew that the ship would sometimes be operating in fairly remote areas and in exceptionally high air and seawater temperatures. Tests showed that all seawater-cooled machinery would suffer, so oversized cooling systems were custom designed and built to take care of everything from main engines to generators to air conditioning. Both engine room and galley ventilation systems were

redesigned and, in line with all this, we were required to get noise levels down to an absolute minimum, hence the underwater exhausts.'

It is refreshing to discover that despite today's fashionable use of full-beam owners' accommodations at main deck level, there are forward access stairways both port and starboard. These lead to the bridge side-deck doors and a semi-Portuguese bridge, opening out into a substantial area above the owner's cabin with a central stairway forward and down to the bow well-deck. Smith says this feature is because of the yacht's operation in remote areas.

'We discussed the possibility of any kind of emergency or otherwise, where a helicopter might be required,' he





The view facing forward through the main saloon (above) shows the bar and seating area, with the dining area (also left) beyond. The designer's aim was to use the sumptuousness of the materials to create a welcoming ambiance. The stairway (right) further forward can access all decks





says. 'So we beefed up the owner's cabin top and made it large enough for a touch-and-go operation. In fact, it's perfectly safe for a small helicopter to remain overnight while at anchor. Making space aft for this kind of operation is disruptive for guests and crew alike, hence the decision to locate forward and out of everyone's way.'

Another feature that has its roots in the probability of remote operation is the interesting anomaly in the en suites. Amid all the marble, mother-of-pearl inlay and gold-plated fixtures, bathroom furniture is plain white and simple in operation and function. 'It made sense to install Headhunter systems and keep plumbing as reliable and maintenance-free as possible,' Smith explains.

The engine room is a panorama of white paint and polished stainless steel that forms the background to well-planned controls and a typically workmanlike Trinity layout. 'She's semi-displacement and all-aluminium, which means she's relatively light. Plus, we have big MTU 16V 4000 Series engines, each developing 3,650 horsepower, which with our hydrodynamics means she has a 25-knot capability, with a cruising speed of 22,' explains Smith. 'Naturally fuel consumption for that performance is high, but, in normal operation and at 12 knots cruise, she just sips fuel for a range of over 4,000 nautical miles. The comfort is in knowing that the extra turn of speed is always available.'

Falcon's captain, Jens Ejlersen, is a Dane with 30 years' professional blue-water experience. He cut his teeth on the square-rigger Danmark and served in the Danish Navy, 'Plus a variety of merchant and passenger ships working as chief officer or relief captain,' he says. 'With Falcon it's nice to have a command of my own.

'I have a good crew, who've been working hard to get everything squared-away for an upcoming trip.

We have 5,000 miles to do,' he says, smiling, 'so we can find out how this falcon really flies!'







'We discussed the possibility of any kind of emergency, where a helicopter might be required. So we beefed up the owner's cabin top and made it large enough for a touch-and-go operation.'

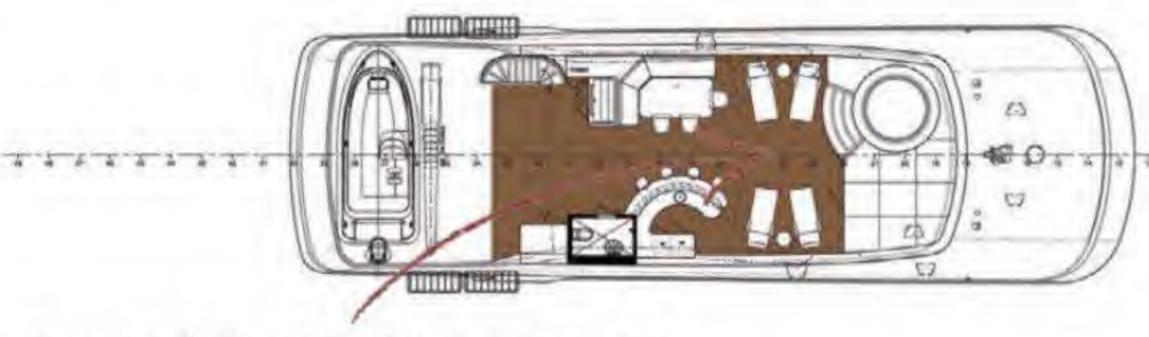




The master suite (above) is beautifully appointed, yet restrained. The en suite floor (right and far left), as with all the Falcon en suites, is a mixture of light emperador marbles, accented by designs that use a variety of mother-of-pearl colours. Fixtures feature marble, mother-of-pearl and gold-plating





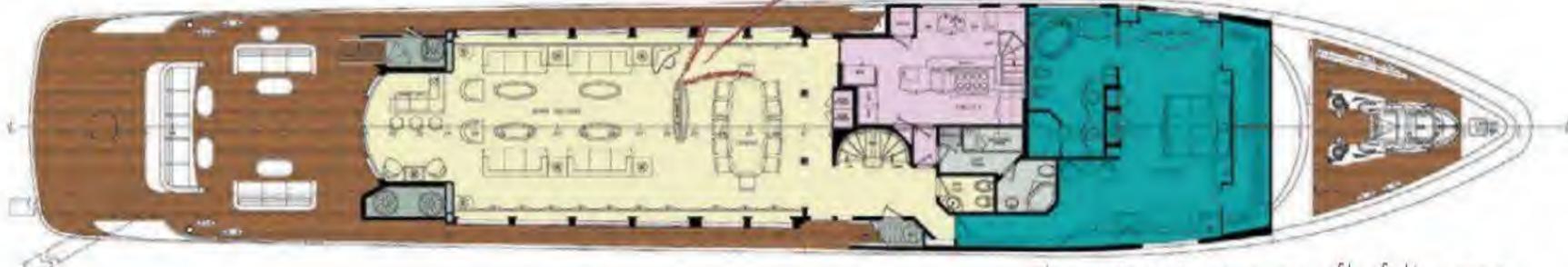


The sundeck features plenty of lounging space, a bar and a spa pool. The tender is also stowed up top



The foger stairs lead to a small service area with a dayhead, and doors to the bridge. The captain's cabin and a VIP suite

in the main saloon, the dining and seating areas are separated by a slim island housing a concealed television



Pullman berths in guest cabins create plenty of room for bigger fishing parties

The engineers' cabins are aft of the engine room, meaning there's space to make the crew cabins bright, spacious and comfortable



#### FALCON Trinity Yachts

LOA 49.8m

LWL 45.6m

Beam 8.5m

Draft 2.6m

Displacement 416 tonnes

Gross tonnage 491 GT

Engines

2 x 3,650hp MTU 16V4000 M90

Speed (max/cruise) 25/21.5 knots

Range at 10 knots 5,200nm

Bowthruster Quantum QT150 Fuel capacity 82,680 litres

Freshwater capacity 12,438 litres

Grey/black water capacity 7,465/1,659 litres

Stabilisers Quantum QC-1800-M1 Generators 2 x 155kW Northern

Lights M1066H

Tenders 6.1m Caribe UB20, 3.9m DSB 3.9 SR

Construction Aluminum

Classification

ABS A1 Commercial Yachting Service AMS

Naval architecture Trinity Yachts

Interior design Karen Lynn Interiors Builder/year

Trinity Yachts/2011
Gulfport, US
tel: +1 228 276 1000
email: info@trinityyachts.
com

web: www.trinityyachts.





Since 1989, we have built more than 90 yachts, which are sailing all the oceans of the world. Our savoir-faire has been recognized with numerous Awards presented by the most demanding juries.

Visit us at the Düsseldorf Boat Show, Hall 7a B 11, superyachtfrance, January 21-29, 2012.



## Unique...





42' 48' 57' 60' 65' 70' 75' 84' 85'





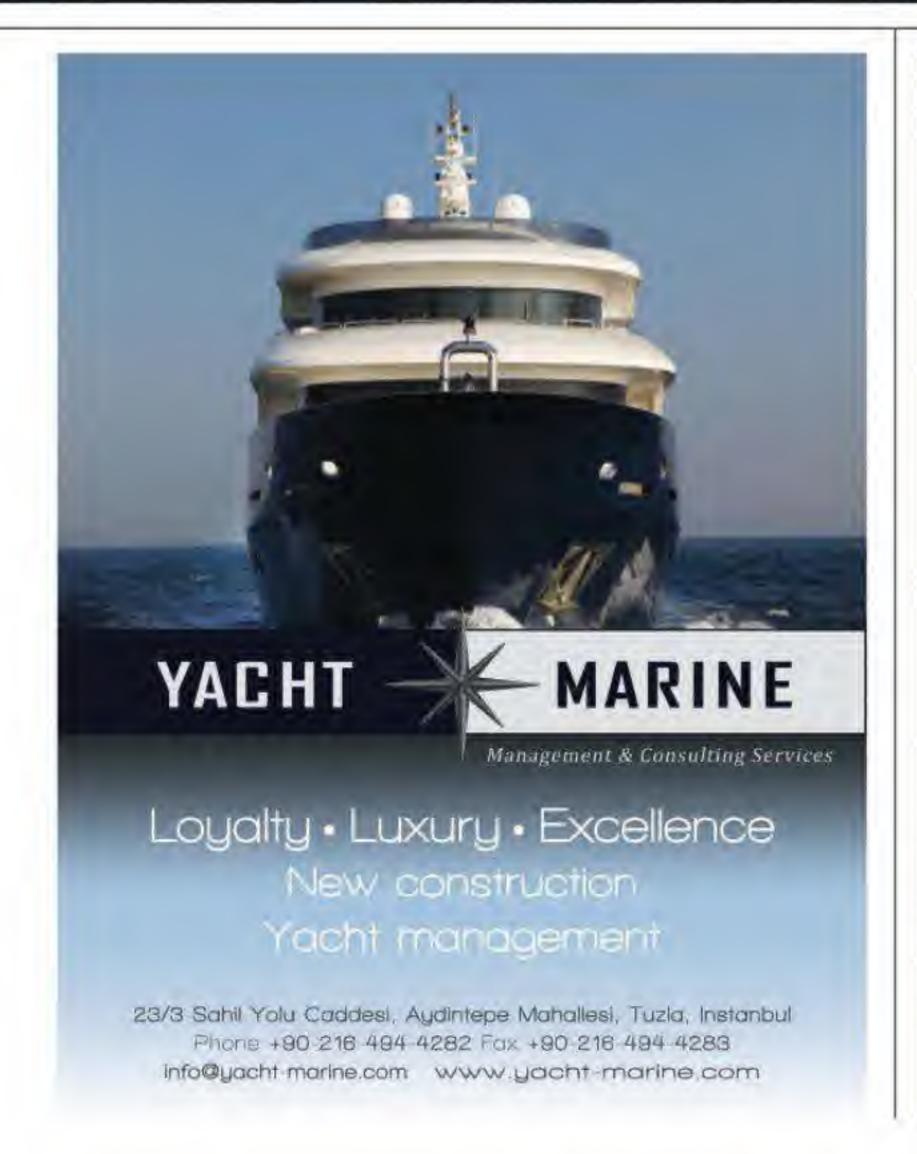


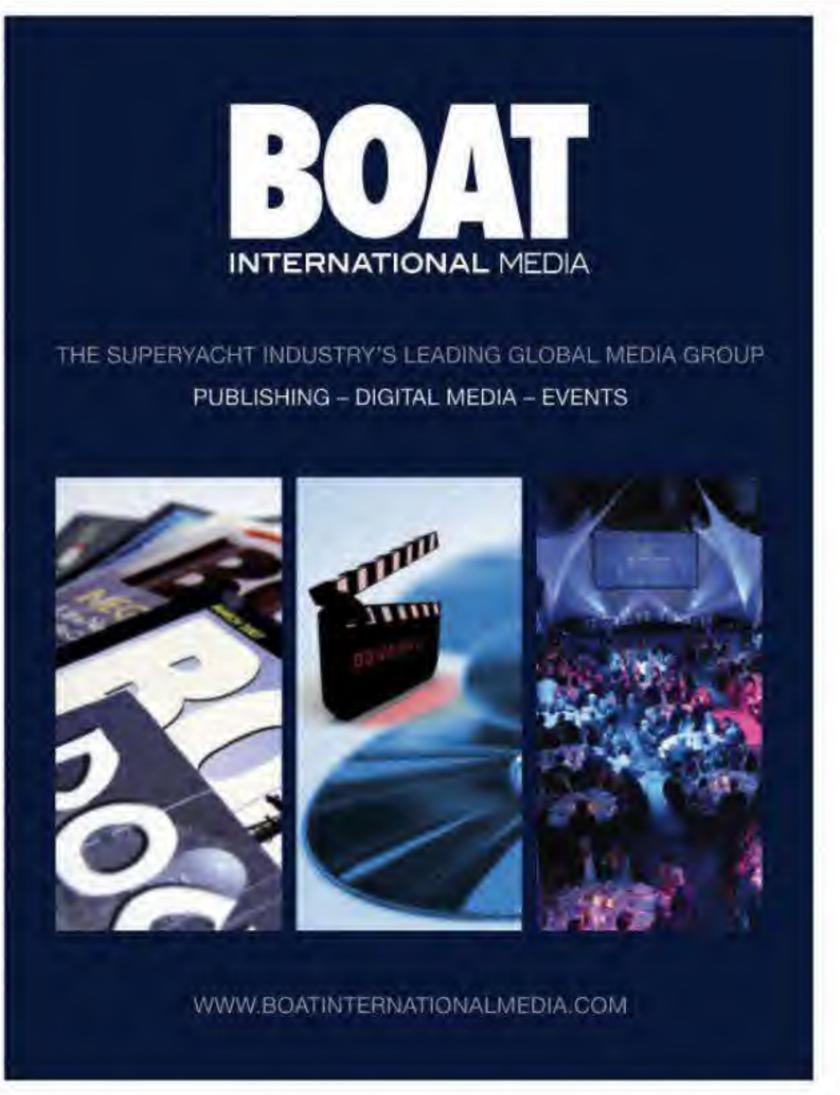
www.aquastar.gg

aquastar@guernsey.net

+44 (0) 1481 244550

Aquastar Ltd, Ocean Yard, Bulwer Avenue, St. Sampsons, Guernsey. Channel Islands GY2 4LE, UK







Asia Superyacht Rendezvous welcomes sail and motor yachts 100' and over

December 16–17–18, 2011

Phuket, Thailand



For further information and to register your interest in attending, please contact charlie@asia-pacific-superyachts.com













THE FIRST SUPERYACHT DESIGNED AND BUILT BY AN ENTREPRENEURIAL ITALIAN SHIPPING FAMILY, PRIMA IS JUST ONE OF SEVERAL LARGE YACHTS WITH WHICH THIS COMPANY INTENDS TO MAKE ITS MARK

words: Amanda McCracken photography: Courtesy of Palumbo Shipyards

There was quite a buzz during the Monaco Yacht Show around the first 53.7 metre steel and aluminium motor yacht from Palumbo Shipyards, the exclusive builder and dealer for Columbus Yacht. To understand how the Palumbo family entered the business, we must return to 1967, when Salvatore Palumbo founded a small carpentry and welding business in Naples that carried out work on every type of ship.

In the 1980s, Palumbo recognised an opening, and built up a profitable business maintaining and refitting ships and ferries. The company's current CEO is Antonio



Palumbo, who continues, with three generations of the family, to develop it in the repair, construction, refit and conversion sector of shipping. Palumbo carries out work on bulk carriers, super tankers, ferries and cruise ships at its shipyards in Naples and Messina. As recently as 2010 the Palumbo Group acquired Malta Dry Docks, which will allow the group to expand its maintenance business to ships of up to 300,000 tonnes, on transit from the East to the Mediterranean. Palumbo has also recently developed a separate site nearby, which now features a refit centre entirely dedicated to superyachts – Palumbo Malta Superyachts – and is fully operational.

This new superyacht division is headed by Giuseppe Palumbo, general manager of the Naples shipyard and of Palumbo Malta Superyachts. It was his passion for yachting that led the company to enter the superyacht industry. He aims to bring the ethos behind Palumbo's other arms to this sector, delivering all-Italian built superyachts that are both moderately priced and good value for money.

With the expertise of 250 direct yard workers at hand to work with steel and aluminium, plus a number of subcontractors, the company has set its sights high. Two yachts were started in tandem, of which *Prima* is the first









The bridge deck (above) has a huge saloon aft, complete with bar, for entertaining or watching a film on the drop-down screen. The large aft deck is perfect for a long alfresco lunch with the family while at anchor. For the outdoor types the sun deck (left, and top right) comes complete with a spa pool, sunbeds and a shaded seating area under the main arch

to be shown (the second is a 60 metre). Columbus Yacht has high expectations with a variety of yachts on the drawing board, including classic, explorer and sport hybrid lines. Indeed, it recently signed a contract for a 40 metre hybrid long-range sport yacht.

'Prima is our first ambitious goal in the superyacht business,' says Giuseppe Palumbo. 'It was achieved thanks to great professionalism and to high management skills, and represents a boost for our new ambitious projects for the future.'

The company has a strong technical knowledge of commercial vessels and thanks to a successful



collaboration with the naval architect Sergio Cutolo at Hydro Tec, it has found a partner to support its naval architecture, design and engineering. Just as importantly, it has found a partner that can produce the finesse superyacht owners demand.

The project management of *Prima* was carried out by Giuseppe Palumbo himself and his team. The interior was designed by Tommaso Spadolini.

The overall look of *Prima* is deliberately modern with elliptical windows on the upper deck, carried forward to wraparound bridge windows, giving her a sporty look up top, while more classical squared off windows are used for the main deck. Both allow substantial amounts of light into the interior. She eschews a more curvaceous profile for the upper and flybridge decks, but in doing so she gains increased deck space as well as more shaded areas.

You can guess from the appearance of the yacht's stern that the underwater profile has been designed with a round bilge hull. But she also shows off a generous deadrise angle along the full length of the hull, except in the aft area, where the sections are flatter, to drive the flow of water over the propellers to the stern.

'The hull form I have designed for *Prima* is in line with our design philosophy,' says Sergio Cutolo. 'It is always to take into account all the aspects of hydrodynamics, which include not only the minimisation of the drag, but also the sea-keeping aspects, manoeuvrability, stability and deck wetness. A spray rail is also fitted in the bow areas to control the water flow on the topsides and to keep the deck dry in all conditions.'

With a beam spanning 10.2 metres, *Prima* has plenty of capacity in the engine room for piping and technical equipment. Sea trials revealed that her two MTU 16V 4000 M 60 engines take the maximum speed to 18 knots, but the yacht is most comfortable at a cruising speed of 16 knots, at which speed she has a range of 4,000 nautical miles. Drop down to 12 knots and she will take







you another 1,000 nautical miles, with the capacity to carry 118,600 litres of fuel. A separate fuelling system is found in the garage area for the two tenders. The systems on board include a Hamann waste treatment system, Condaria fan coil air-conditioning and Autronica water mist fire extinguishing. She has two sets of Naiad Zero Speed Stabilisers, two Caterpillar C9 175kW generators and an 86kW emergency generator.

There is no shortage of space for storage, with all the tankage areas easy to get to and separate areas for guest suitcases, food stores and extra refrigeration on the tank deck accessible from the crew area. A door off the garage leads to a Castoldi Jet Tender 21, with room for a similar tender in the garage – both have their own cranes for side access launching. A Zodiac RIBO 450 Rescue Boat sits on the bow, well protected by high bulwarks.

Classed to ABS ₱ A1, MCA, LY2, she has also been

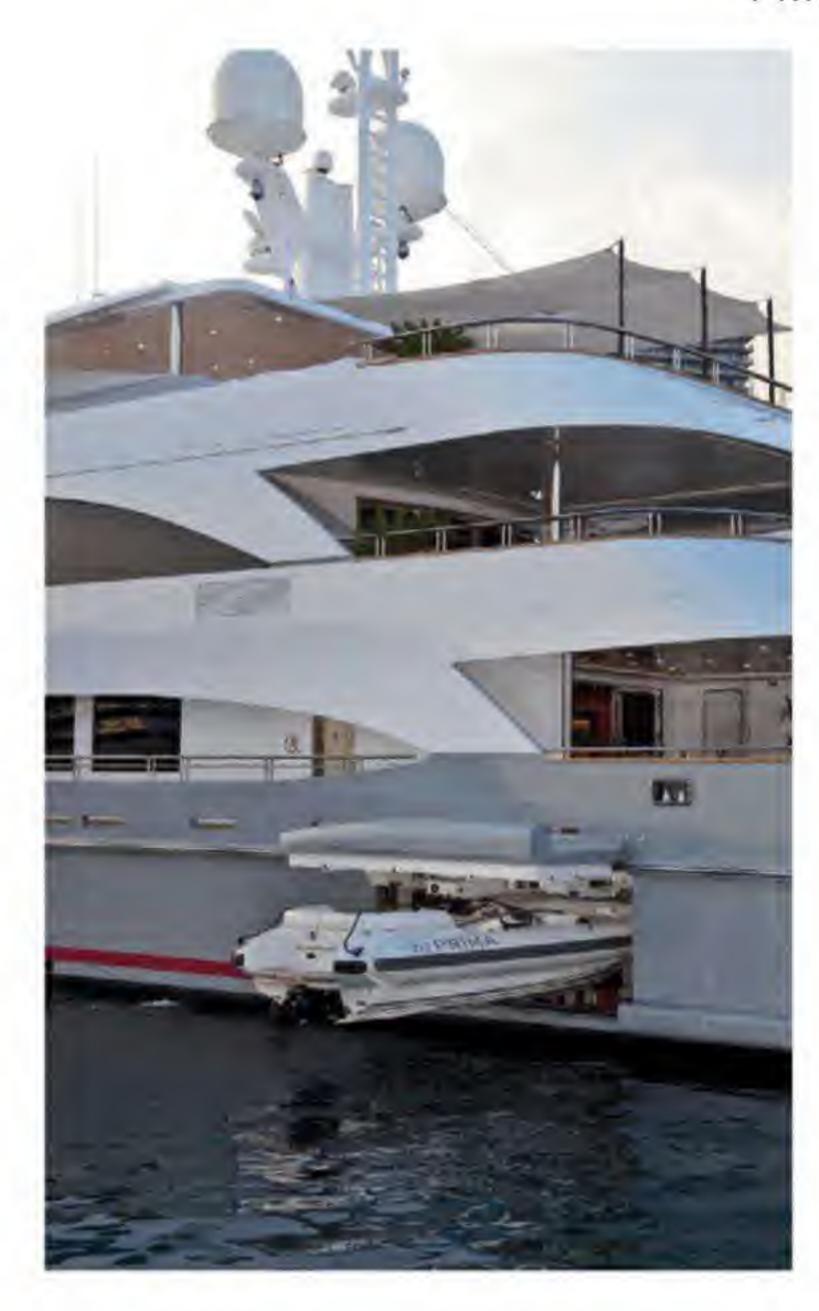
awarded RINA Green Star Plus Platinum status for low exhaust emissions. The adequate crew quarters for 12 or 13 in six double cabins, plus the crew mess, are forward on the lower deck, with the captain's cabin on the bridge deck aft of the bridge area.

Spadolini was tasked with designing the interior of *Prima*. The brief specified contemporary design with a slant towards the classical, which would suit many owners, rather than a highly individual style. *Prima* is laid out over three decks, with the owner's suite forward on the main deck, four identically decorated guest cabins on the lower deck – two with en suite shower rooms and two with spa tubs – but goes off *piste* with a VIP cabin on the bridge deck.

This could be perfect if two families chartered the yacht – with the adults up top they can turn the bedroom and bridge deck saloon into a private suite. Or, use the area as



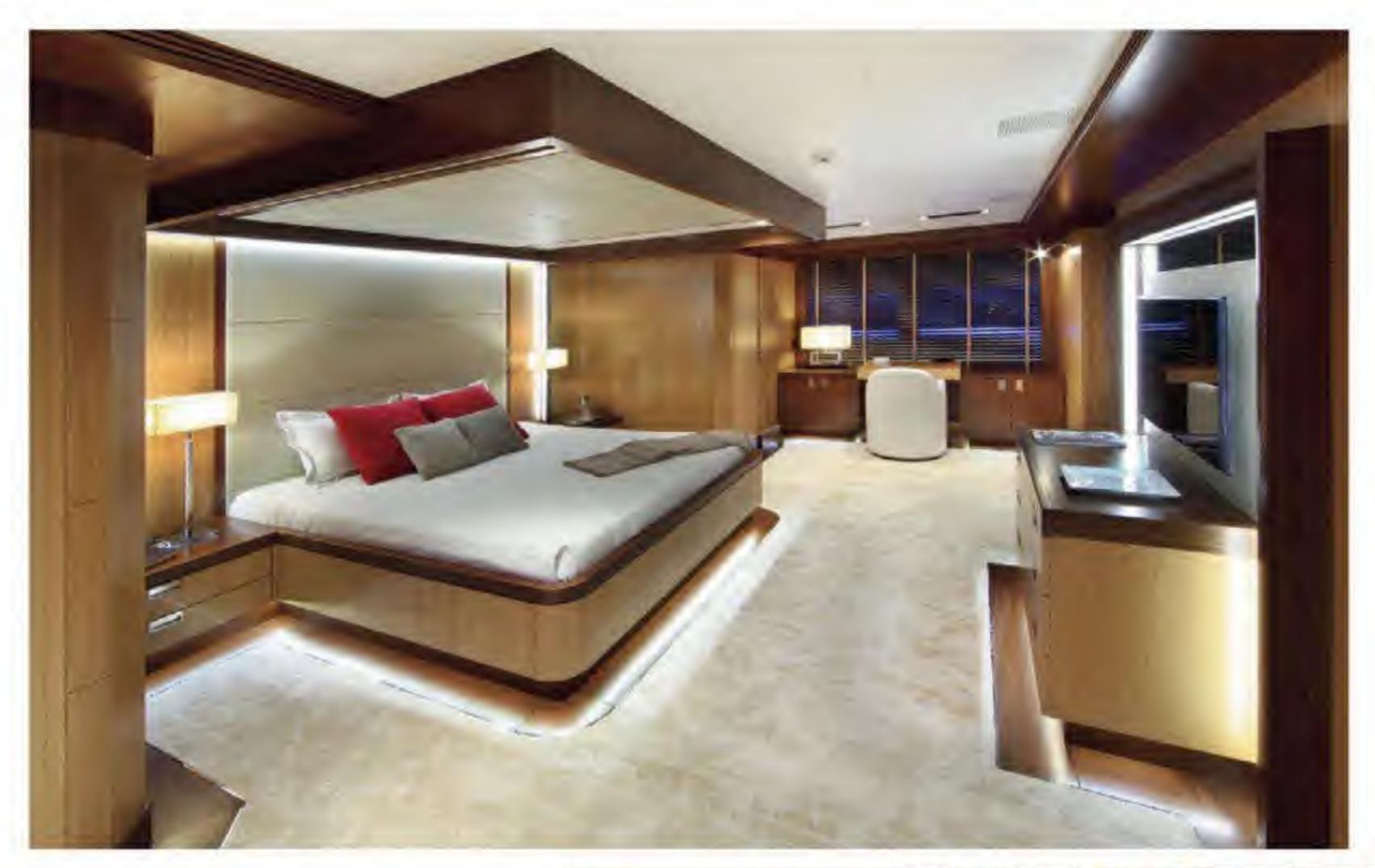








The main deck (top left, left and above) has a voluminous open plan saloon, plus dining and outdoor cocktail areas that do away with the frills of carpets and curtains; instead they incorporate marble and wood to good effect. From the galley there is a dumbwaiter available to carry food between the decks (far left)



a family cinema room with its drop down screen and bar. Spadolini worked with Giuseppe Palumbo and his team to steer the design away from softening accourrements such as curtains and rugs. He aimed instead for a clean, open look with Venetian blinds and walnut planked floors inset with squares of Calacatta Oro marble (from Carrara, Italy) and an overall modern feel. The colour palette is earthy, with rich browns and caramels highlighted with cream, giving the interior a simple, modern look that still feels warm and luxurious.

There are some interesting touches on board: the owner's suite has a small, well thought-out balcony between the office and the bedroom. Instead of a complicated drop-down balcony requiring crew to assemble, here you have doors that open at the touch of a button to reveal a place to take coffee or read a book.

In the centre of the yacht an enclosed staircase rises through the decks and Giuseppe Palumbo has cleverly opened it up by adding a circular glass atrium on the sundeck, which floods the stairwell with light.

With large internal and exterior volumes (*Prima* is 838 gross tonnes) there is plenty of space for alfresco dining, sun-worshipping and relaxation. The sun deck, which is over 20 metres long, has a large family area for fun at any time of the day. A bar area, shaded dining space and a spa pool surrounded with large sunpads, are welcoming.



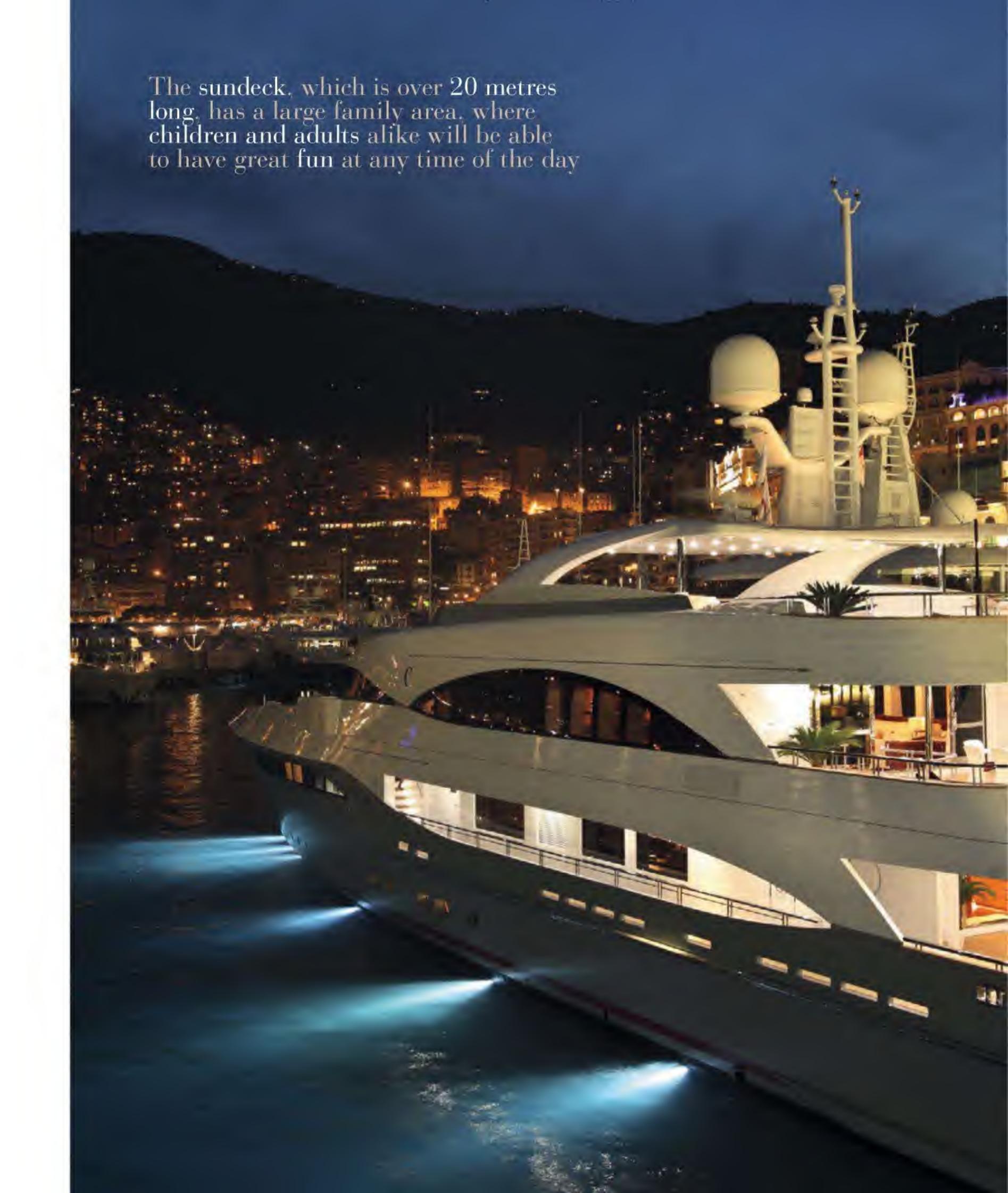


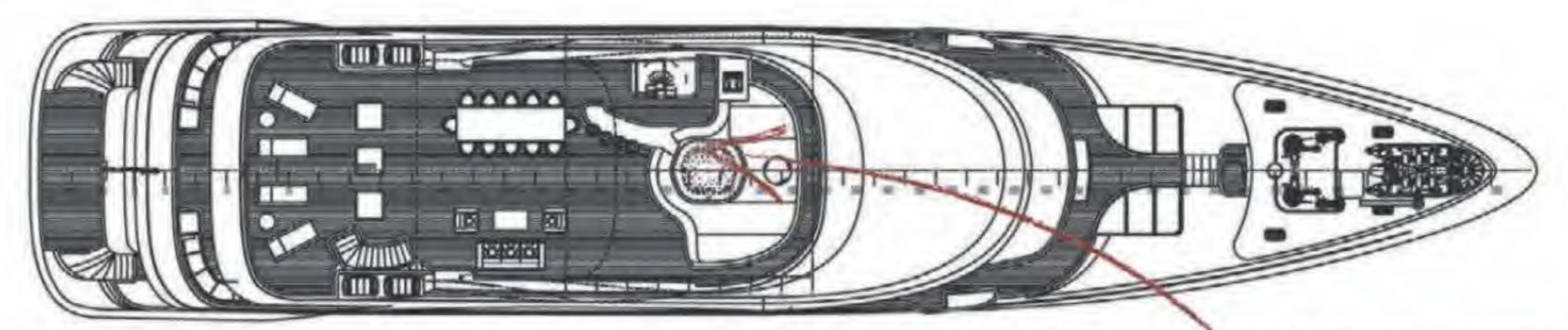
The generous master suite offers a good-sized bedroom, an office, his and hers bathrooms and a balcony overlooking the ocean

Meals can be delivered to this deck easily via a crew staircase and dumbwaiter adjacent to the bar.

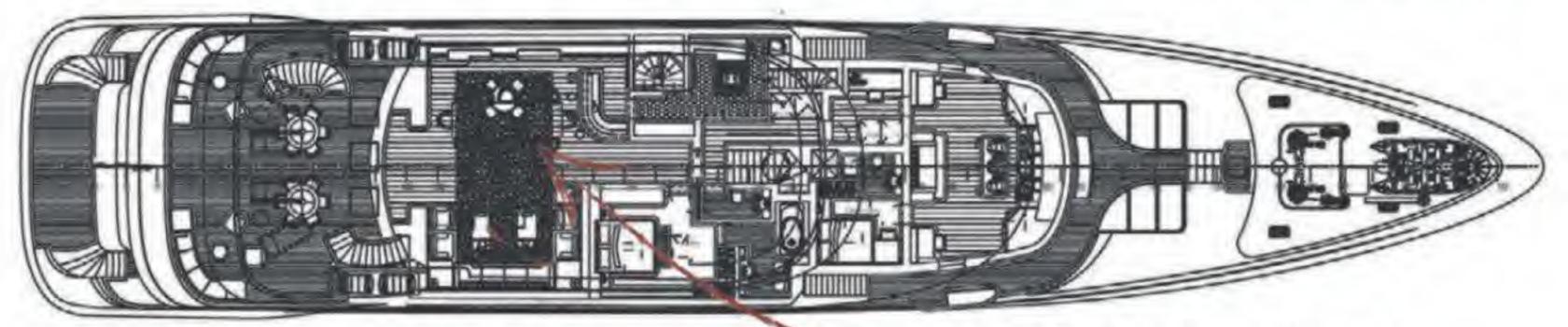
Prima is an ambitious project, especially for a first yacht. There are a few details that could be better, such as parts of the exterior paintwork and the finishing of a couple of interior elements, but this is to expected in a first build and will no doubt be improved in future superyacht projects.

She will make a great charter vessel, with voluminous areas, an uncomplicated interior with a colour palette that will not offend, and a light, bright feel. *Prima* is definitely good value at €24,500,000. As we go to press Fraser Yachts, which represents *Prima*, confirms that two more yachts are under construction at the Palumbo Shipyards: a 60 metre displacement yacht based on the *Prima* platform and a Columbus Sport Hybrid 130.



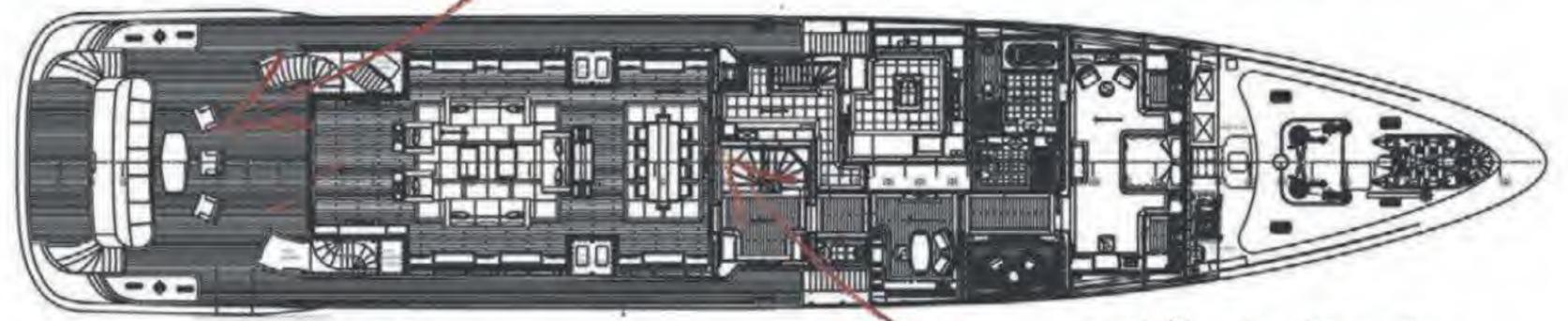


The sundeck offers everything for the sun worshipper, plus shaded alfresco dining. If you like the wind in your hair head for the seats forward of the bridge



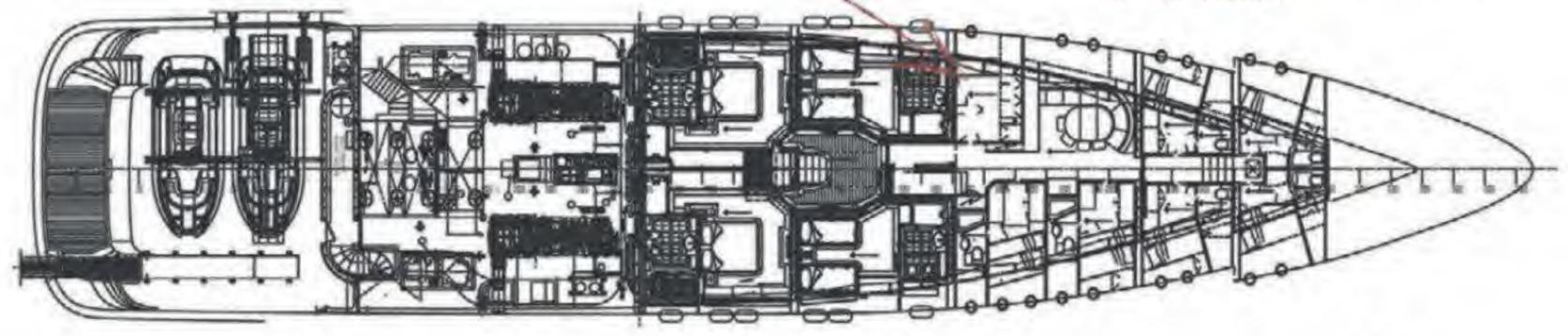
The external decks on this vessel are huge, like the aft main deck area, ideal for large charter parties

The bridge deck saloon would make an ideal suite for the VIP cabin also found here



The yacht has four identically furnished guest—cabins on the lower deck, plus a master and VIP

Light filters down the spiralling main staircase from an atrium on the sundeck



### PRIMA Palumbo Shipyards

LOA 53.7m

Beam 10.2m

Draught 3.3m

Displacement 569 tonnes (light)/723.5 tonnes (heavy)

Gross tonnage 838GT

Engines

2 x MTU 16V 4,000 M60;

2 x 1,760kW (2,360hp) at 1,800rpm; 2 x ZF 4641

Generators

2 x 175kW Caterpillar C9; 86kW Caterpillar C4,4

Speed (max/cruise) 18 knots / 16 knots

Range at 12 knots 5,000nm Bowthruster VT Naiad Marine

Fuel capacity 118,600 litres

Water capacity 27,900 litres

Stabilisers Naiad Marine zero speed Owner and guests 12

Crew 13

Construction Steel hull; aluminium

superstructure

Classification ⊕ A1 Yachting Service AMS; ⊕ ACCU RINA Green Star Plus Platinum Exterior Design Hydro Tec

Interior Design Design Studio Spadolini

For sale

Stuart Larsen Fraser Yachts Fort Lauderdale tel: + 954 463 0600 email: stuart.larsen@ fraseryachts.com web: www.fraseryachts.com

Builder/year

Palumbo/ 2011
Naples, Italy
tel: +39 081 287 164
email: cantierenapoli@
palumbo.it
web: www.palumbo.it





ELENA GERMANIA NOVA



FOLLOW ME V



FNM 4000

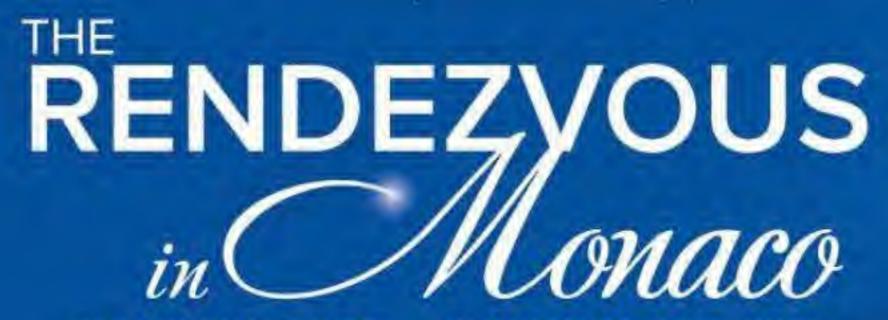


FNM 5900



C158

www.marinyachts.com



THURSDAY 21 JUNE - SUNDAY 24 JUNE, 2012









The calm waterways, secluded anchorages and deserted beaches of the Whitsundays provide the perfect conditions to set sail. So it's no surprise that Hamilton Island is home to Audi Hamilton Island Race Week, Australia's largest offshore yachting regatta. With an iconic Yacht Club overlooking a secure 243-berth marina, nestled amongst the 74 islands of the Whitsundays, Hamilton Island really is the best kept secret in the world of yachting.

### **Audi Hamilton Island Race Week**

17 – 25 August, 2012. Great Barrier Reef, Australia. www.hamiltonislandraceweek.com.au













# DARWIN

80

THE DARWIN 86 FROM CANTIERE DELLE MARCHE MAY BE SMALL IN OVERALL LENGTH, BUT SHE'S ALSO A SERIOUS LONG-DISTANCE EXPLORER, AND A BOAT PUNCHING WELL ABOVE HER WEIGHT

The expression 'pocket superyacht' gets bandied around quite a lot in this industry. Anything, it seems, that is less than 30 metres LOA and has a decent amount of accommodation is branded a pocket superyacht, whether it deserves that moniker or not. Some do, but many do not.

Many of the 'pocket superyachts' we see are little more than sub 30-metre accommodation barges, and the ability to sleep 14 people does not necessarily make them superyachts. To qualify as a proper mini-superyacht, a boat requires more than just a lot of space on board. It needs the attention to detail and build quality we expect to see in 30 metre-plus boats; it needs to have the kind of systems and redundancy we expect from much bigger vessels; and it needs proper crew quarters. Only then can a smallish boat be correctly described as a pocket superyacht.

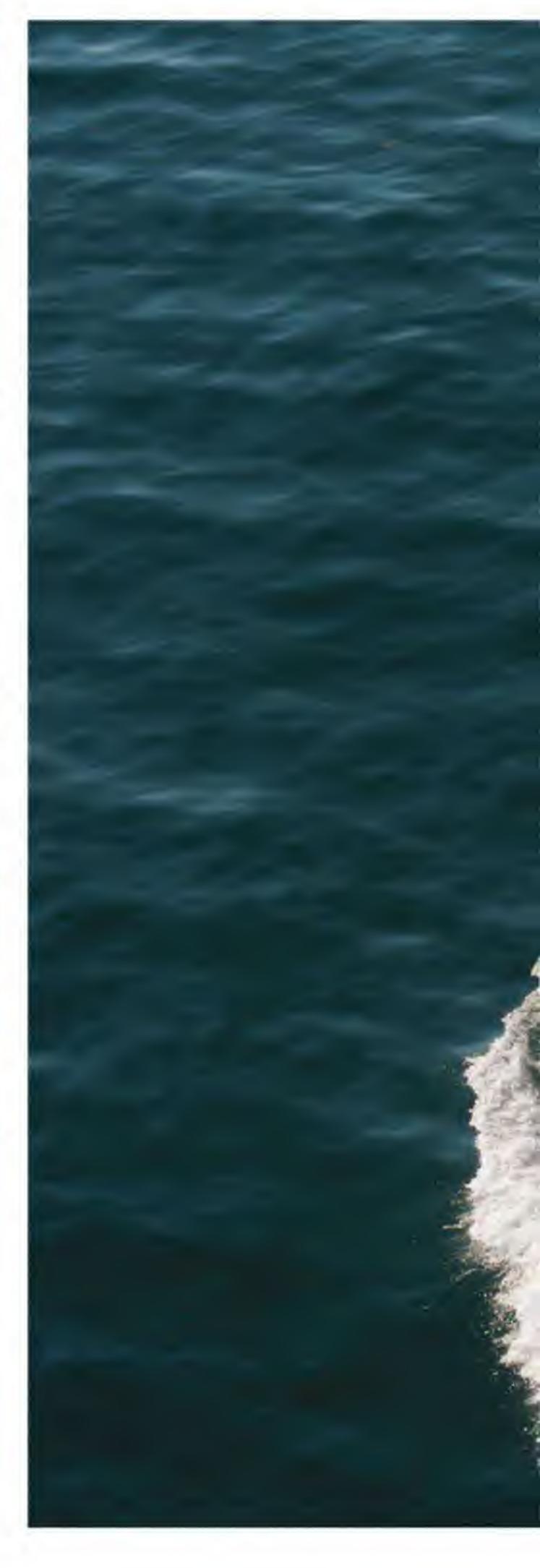
Which brings us to the Darwin 86 from Cantiere delle Marche in Ancona. This is a yacht that appeared on the European boat show circuit at the latter end of 2011, and it is pitched very much as a pocket superyacht. But is it really, or is it just an 86-footer with a lot of space?

Twenty-six metres is only a little over the maximum length for an owner-skipper, and quite a way short of what most consider superyacht territory. At about €6 million, it also costs a lot less than what most of us would expect to pay for a superyacht. But after a day on board, including a short sea-trial, it is clear that the Darwin 86 is indeed one of that rare breed: the true pocket superyacht.

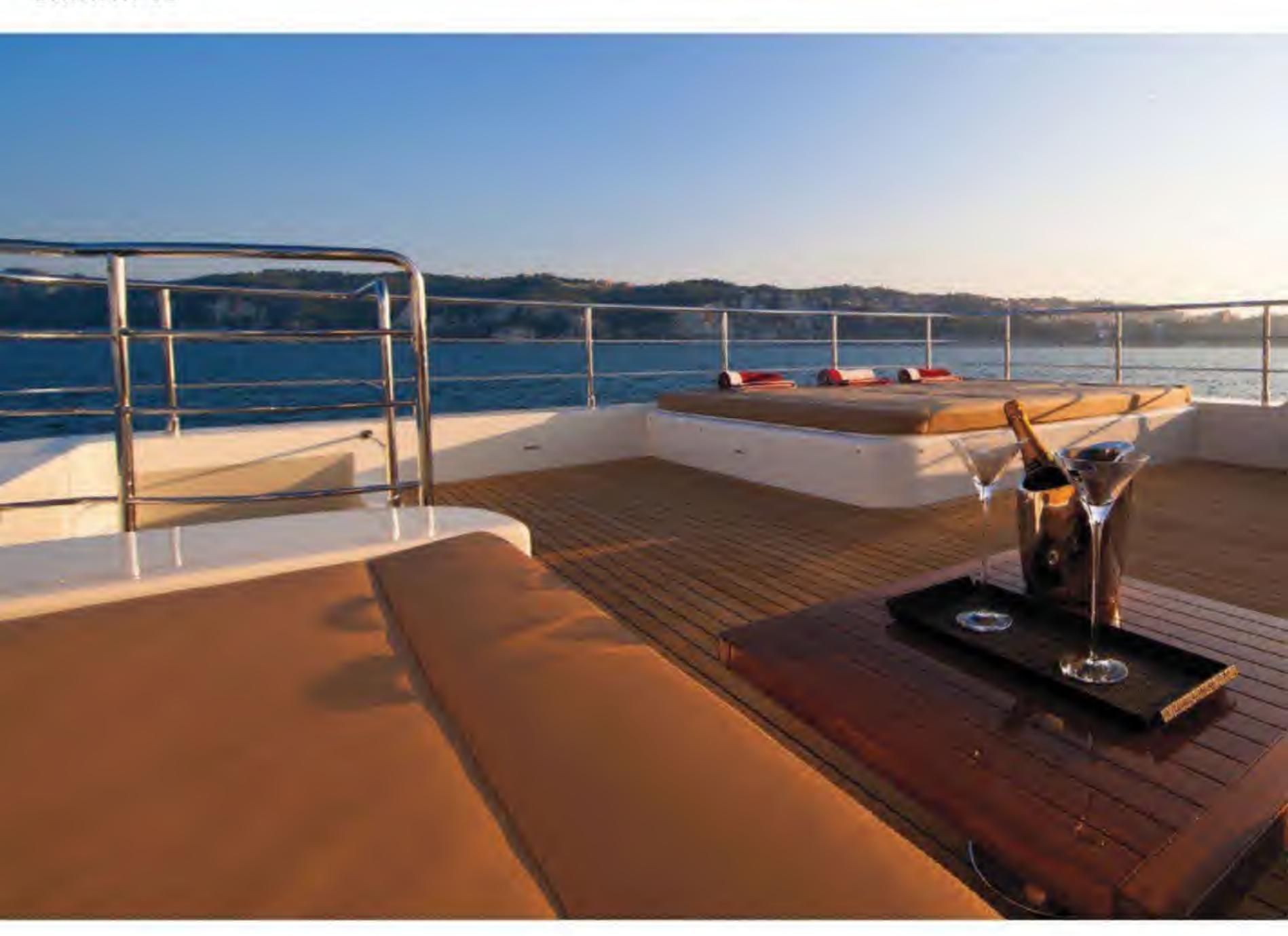
The first striking aspect of the Darwin 86 is the styling. Designed as an explorer yacht, it may only be 26 metres LOA, but with four decks it is tall. The styling will find few fans among enthusiasts of sleek Italian sportscruisers, but this isn't a boat aimed at the fast and the



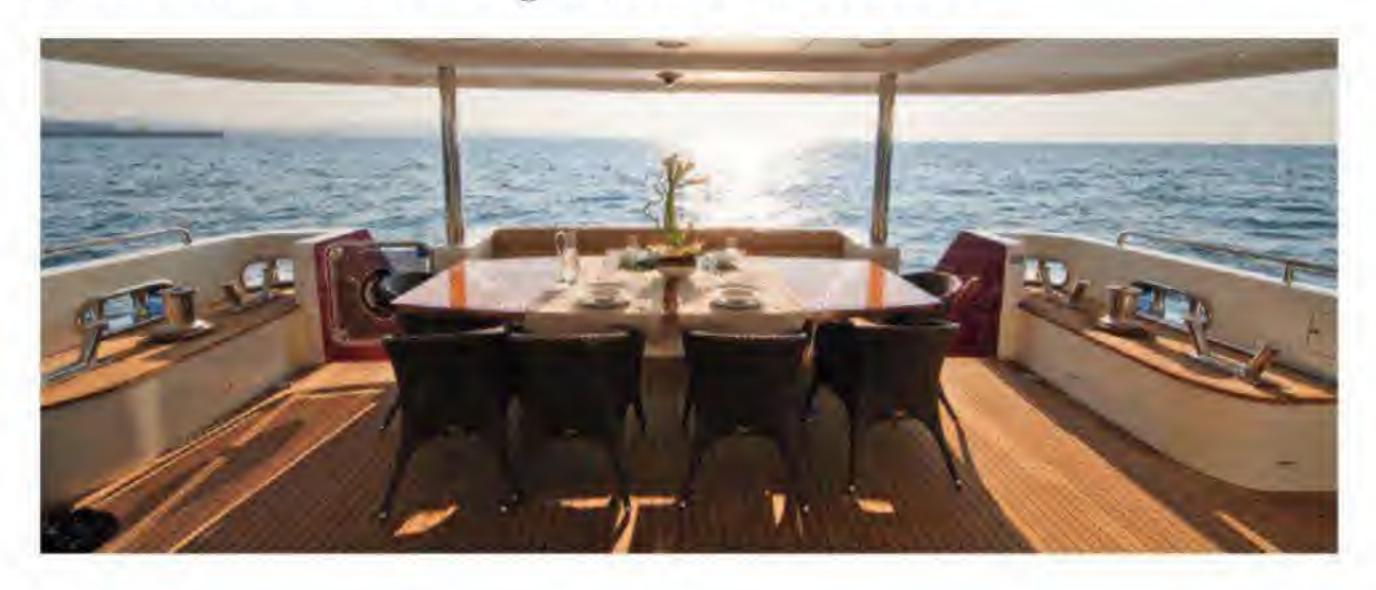
words: Tom Isitt photography: Paolo Renato Sacchi; Fabio Taccola







The styling will find few fans among enthusiasts of sleek Italian sports-cruisers, but this isn't a boat aimed at the fast and furious. It is for those who prefer a more sedate pace, and want to cover long distances in comfort







the main deck is the saloon, dining area, a bar and the dayhead, and stairs down to the accommodation deck forward on the starboard side. At the stern, a generous cockpit contains a dining table seating 10.

The saloon area is a decent size and the décor neutral

The saloon area is a decent size and the décor neutral and understated. You don't expect an explorer yacht to be dripping with bling, but even so the interior is very low-key. There's a reason: the owner is passionate about two things – wine, and art. There are hundreds of wine glasses and 15 fridges on board *Vitadimare 3*, while the neutral colour-scheme is designed to show off his collection of artworks. And there is art everywhere, including a limited-edition Dali print in one crew cabin and a limited-edition Picasso print in the other crew cabin. That's not something you see every day.

Interestingly, the designer Sergio Cutolo chose to devote the forward part of the main deck to the crew. Forward of the bar and dining area is a galley on the port side and a crew mess on the starboard side. Forward of those are two twin crew cabins with bathrooms and separate shower compartments. Having the crew on the main deck makes good sense from an operational point of view, but it's unusual not to have the owner's or VIP cabin at the forward end of the main deck.

Down on the accommodation deck, things are as you expect. There is a full-width owner's suite aft, a central lobby, two twin cabins (with a Pullman berth), and a VIP double forward. In the owner's suite, the layout has been changed slightly. On the standard boat the bathroom is on the starboard side, with wardrobes and a desk on the aft bulkhead opposite the bed. But in *Vitadimare 3* the owner has moved the bathroom to where the wardrobes were and created a walk-in wardrobe next to the bathroom. This makes the owner's cabin full-width, but only slightly longer than the length of the bed.

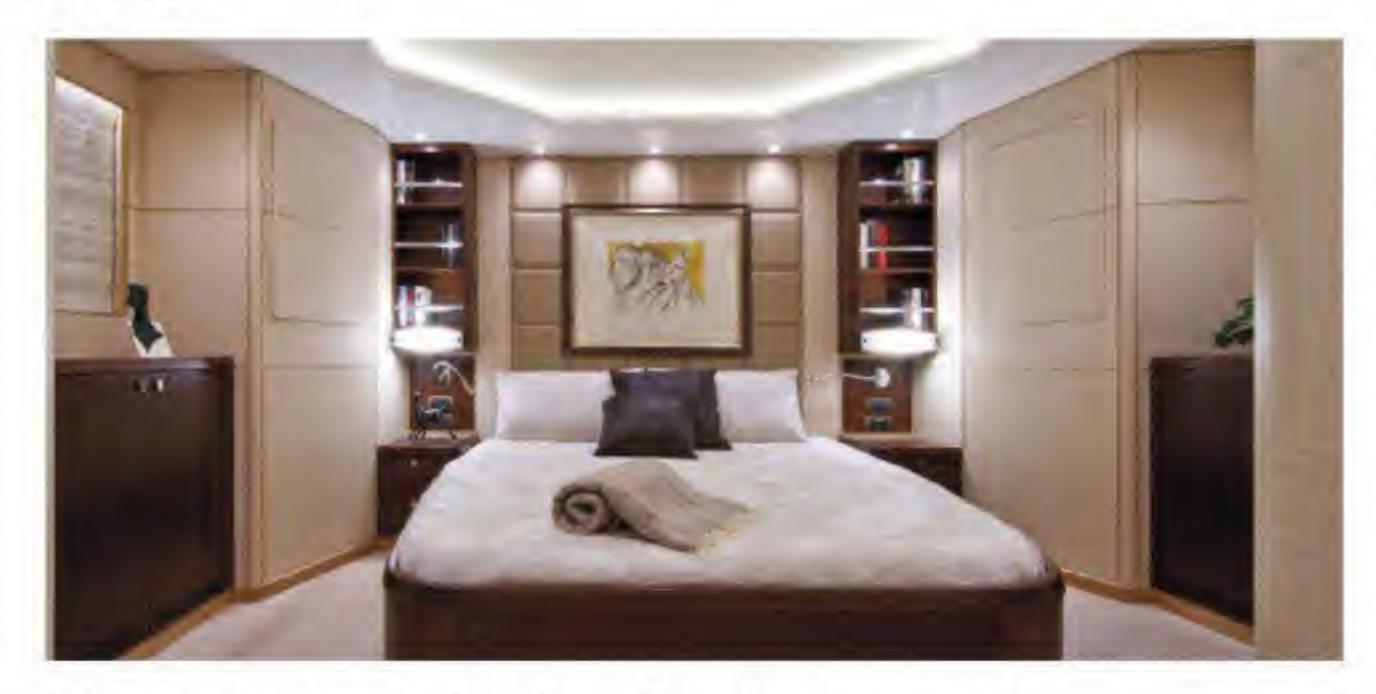


The flybridge has plenty of space for sunloungers, and this version also features a flybridge helm console. Aft on the main deck is a dining table seating 10 (left). The engine room (above) is superbly installed and beautifully engineered. Even the paint has been beautifully applied, following extensive research by the yard into the different systems available

furious. It is for those who prefer a more sedate pace, and want to cover long distances in comfort. The Darwin has the purposeful lines and utilitarian appeal we've come to expect from explorer yachts. It may not be beautiful, but it has a functional elegance that will definitely appeal to those in search of a 'little ship'.

The little ship feel continues when you step on board. Cantiere delle Marche is better known for its commercial vessels than its recreational boats, and this background is apparent as you walk around. The solidity of the build and the engineering solutions achieved leave you in no doubt that this boat will last. And although it was built by a yard more used to producing 100 metre-plus tankers and passenger ships, the fit and finish of the Darwin 86 is exceptional.

As a semi-custom build, the Darwin 86 has a standard layout that can be adapted. This one, *Vitadimare 3*, sticks pretty closely to the standard arrangement, with a few changes to accommodate the owner's wishes. On



The VIP suite (left), is forward on the lower deck. The main deck saloon (below), with dining area, bar and lounge, features low-key décor and some of the owner's art collection. As with other spaces on board, the yacht here feels considerably larger than her length would suggest

The interior is very low-key. There's a reason: the owner is passionate about two things – wine and art. The neutral colour-scheme is designed to show off his collection of artworks

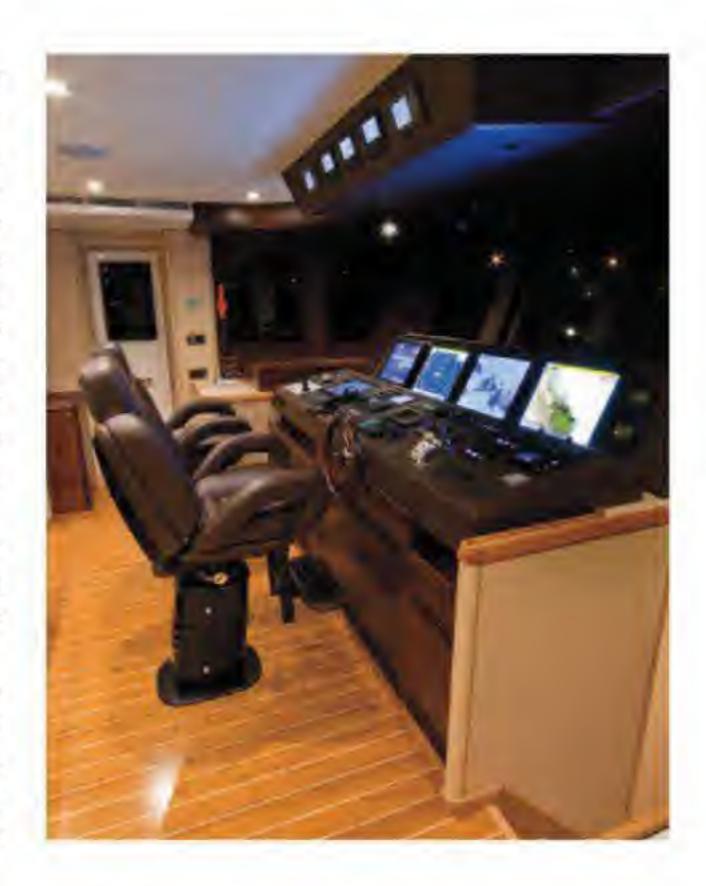




Up a flight of stairs from the companionway by the galley is the bridge deck, where the owner has made more changes. The bridge itself remains unchanged from the standard boat, but aft where normally an upper saloon and television area spans the full width of this deck, the owner has specified the captain's cabin to be placed on the port side, with a much-reduced television area on the starboard side. This does cut down on the available seating for owner and guests, but giving the captain his own cabin next to the bridge makes a lot of sense (if you want to keep him). Aft is a large outdoor area with a dining table, full barbecue and galley facilities, and enough room for the tender and a crane.

Finally, up on the flybridge, you can specify pretty much anything you like. The owner has eschewed the standard spa pool for an additional helm position, and the rest of this deck is given over to sunpads and lounging areas.

Sitting on her berth in Sardinia, the Darwin looks almost as tall as she is long, suggesting she would roll heavily at sea. The weather is flat-calm for her sea-trial, so it is unclear what she would be like in heavy seas. But best efforts to cross and re-cross the boat's own wash



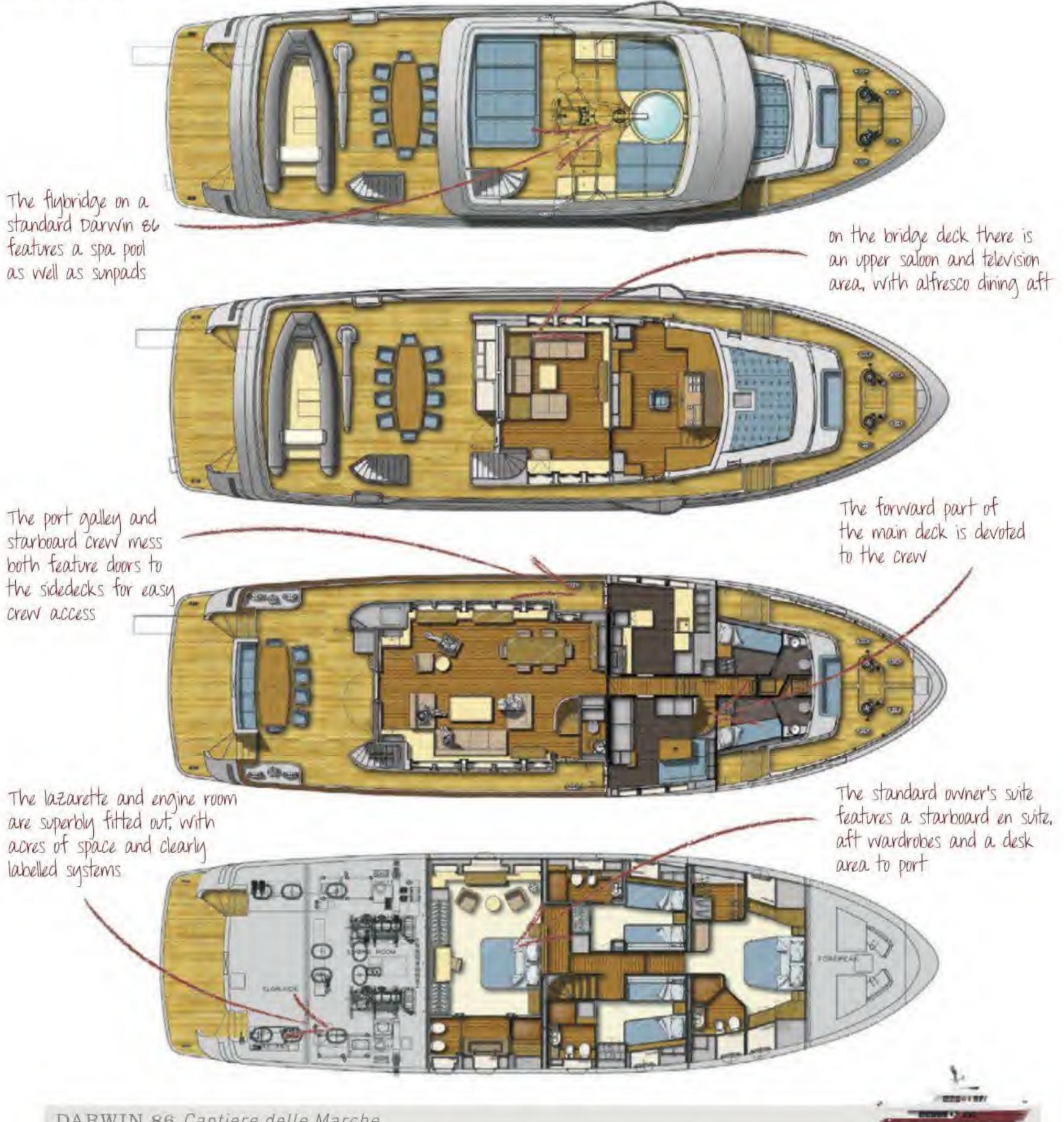


have minimal effects on stability. Even putting her into a full-power turn only elicits a moderate roll – not enough to send any of the *objets d'art* crashing to the floor.

The twin Caterpillar 400hp engines are a good match for a boat like this, giving a top speed of about 12 knots at 1,750rpm. At this speed it is only using 65 litres of fuel per engine per hour, a figure almost halved by dropping the revs to 1,500rpm and the speed to 11 knots. At this comfortable cruising speed the Darwin is very smooth, very quiet, and has a range in excess of 4,500 nautical miles. This is a genuine long-distance explorer, an impression reinforced by a visit to the engine room and machinery spaces, where the installation is superb and the quality of engineering beyond reproach. Independent rudders, and thrusters at the bow and stern, make the Darwin easy to manoeuvre in tight situations, which is important in a boat weighing 200 tonnes fully loaded.

These practicalities really set the Darwin apart from similar boats of this length. There is an astonishing amount of storage on board, more than enough for a month at sea without re-provisioning, and features such as the refrigerated garbage-storage compartment show that a lot of thought has gone into this boat.

The Darwin 86 is an explorer in more than just name and style – it's a proper long-distance yacht. There are 29 metre and 32 metre versions of the Darwin in the pipeline, and from the renderings they look to carry the height more easily. But for a 26 metre boat, the Darwin 86 is an extraordinary vessel. Not everyone wants an explorer, but for someone who wants a serious go-anywhere yacht at a reasonable price, and with all the features you need, the Darwin looks hard to beat. Is it a proper pocket superyacht? In this case the answer is a very definite 'yes'.



### DARWIN 86 Cantiere delle Marche

LOA 26.1m

LWL 22.87m

Beam 7.43m

Draught 2.3m

Displacement

195 tonnes (full load)

Gross tonnage 206 GT

Engines

2 x Caterpillar C12 400hp

Speed (max/cruise) 12 knots/10.5 knots

Range

7,000nm at 8.5 knots

2 x 40kW electric

Thrusters

Generators

2 x 50kW Kohler

Stabilisers

2 x CMC zero speed and adaptive

Fuel capacity 42,000 litres

Freshwater capacity 3,400 litres

Owner and guests 10

Crew 5

Tenders

1 x 6.5m max; 1 x 4.5m

Construction Steel

Classification RINA C # HULL MACH Y Naval architecture Hydrotec by Sergio Cutolo

Exterior styling Sergio Cutolo

Interior design Marco Veglia and Pierluigi Floris

Builder/ Year

Cantiere delle Marche/ 2011 tel: +39 071 206705 email: infold cantieredellemarche.it web; www. cantieredellemarche.it

Price guide From €6 million





# Infinity

words: Nigel Sharp photography: Marc Paris

COBRA YACHT IS
WELL-KNOWN FOR
ITS FABULOUS
TURKISH GULLETSTYLE TIMBER
YACHTS. INFINITY
IS THE NEWEST
AND LARGEST
EXAMPLE YET
- AND ONE
OF THE MOST
LUXURIOUS





The traditional shape of the Turkish gullet, updated for the 21st century (left). A vast, lounging area forward on the main deck forward (top) is perfect for enjoying panoramic views with a sundowner. The socialising can continue on the bridge deck (above), which features a bar, lounge area and a spa pool – all with magnificent views

Since 1978 Cobra Yacht has built a series of wooden motor-sailers – with the size and standards of luxury steadily increasing – based on the design of the traditional Turkish gullet, a kind of ketch. *Infinity*, completed earlier this year for the growing Eastern Mediterranean charter market, is the latest and largest of these. After eight weeks of charter work she attended the Monaco Yacht Show and Les Voiles de St-Tropez, which is where I first see her, anchored close to the harbour entrance where her distinctive sheer line, peppered with freeing ports, stands out. I am welcomed on board by her captain, Galip Karaca.

Traditionally a gullet's hull form was largely determined by the amount of bend that resulted from a rope pulling on the growing tree used for the keel. But things are done much more scientifically at Cobra, with CEO Eren Baki taking responsibility for all of the yard's exterior styling and interior design work. *Infinity*'s keel and frames are laminated and the hull skin consists of mahogany longitudinal planking overlaid with three layers of veneers and two layers of epoxy fibre on top. The deck and superstructure are constructed of laminated marine plywood.







The various stained wood finishes provide a good balance of warmth and light in the main saloon. The area also features a table for 12, with a glamorous monochrome colour scheme and well thought-out lighting, while the beamy aft deck offers a romantic spot for relaxed alfresco dining





We spend a very pleasant day watching the classic fleet racing in the Golfe de St-Tropez. With our commanding view from the bridge deck – where the proximity of the bar to the helm position allows Captain Karaca to serve drinks while maintaining control of the vessel – we can see iconic yachts such as *Mariette*, *Altair*, *Cambria* and *Mariquita* sailing slowly around us in the balmy, calm conditions. It is not practical for *Infinity* to sail in these conditions, but I wonder how often she does so. 'It depends on the charter guests,' Baki tells me. 'Some don't like sailing and some love it. This yacht is a luxury sailing yacht not a performance sailing yacht, of course, but she sails pretty well, with a top speed under sail of around 13 knots.'

The main deck includes two sun-lounging areas, across the stern and forward of the superstructure. It is unfortunate the lower shrouds create a minor obstruction when walking along the side decks but, as Baki explains, 'The mast loads are huge and we didn't install the shrouds on the cabin side because we would need to make big steel reinforcements inside the cabin where we would lose a lot of space.'

The aft deck, where there is a dining table for 12, leads into the open plan saloon and dining area, which takes up the whole main deck interior. The spacious guest accommodation below includes a full-beam owner's cabin forward, with his and hers en suites and a marble-lined shower. There is a VIP cabin aft and four equal-size guest cabins amidships. Headroom is generous throughout, and clean, contemporary styling and décor make for an impressive sense of space and light in all cabins.

The joinery is constructed of a particularly straightgrained oak, with dark-stained borders giving an effective contrast to the lighter panels. There is an abundance of Turkish marble in the en suites, including some unusual tapered cylindrical basins. 'The only challenge was to install them as they are pretty heavy,' Baki tells me.

Stairs at the aft end of the saloon lead to the galley, which has an access hatch under the aft deck seating area for provisioning. Adjacent is the captain's cabin and a control lobby that leads to the spacious engine room. From there it is possible to walk right through the centre of the bilge to the bow thruster space and main crew accommodation.

The snag list – slightly squeaky floorboards and a cover for the inside helm that needs work – is impressively small for a new build, and as Karaca says, all will be resolved this winter. 'As we use the boat we can understand the problems step by step,' he explains.

James Munn of Fraser Yachts, also on board, had previously shown clients around *Infinity*. 'They have chartered all the Cobra boats,' he says. 'They say there is nothing more relaxing than a gullet, but only this company builds them to this standard.'

### INFINITY Cobra Yacht

LOA 46m

LWL 33.4m

Beam 9m

Draught 3.93m

Displacement 229 tonnes Gross tonnage 268GT

Engines 2 x Volvo Penta, D16 MH, 650hp, 1800 rpm

Max speed under engines 14 knots Generators 2 x Westerbeke 45kW

Bowthruster

1 x 508mm, 100hp TRAC

Mast & boom

Aluminium, by Velena

Sails

Doyle Sails; 780m<sup>2</sup>

Winches & furlers Lewmar; Bamar

Fuel capacity 16,000 litres

Freshwater capacity 4,000 litres

Owner and guests 12 Crew 7 Tender

1 x 6m, 150hp Mercury

Construction Mahogany and teak

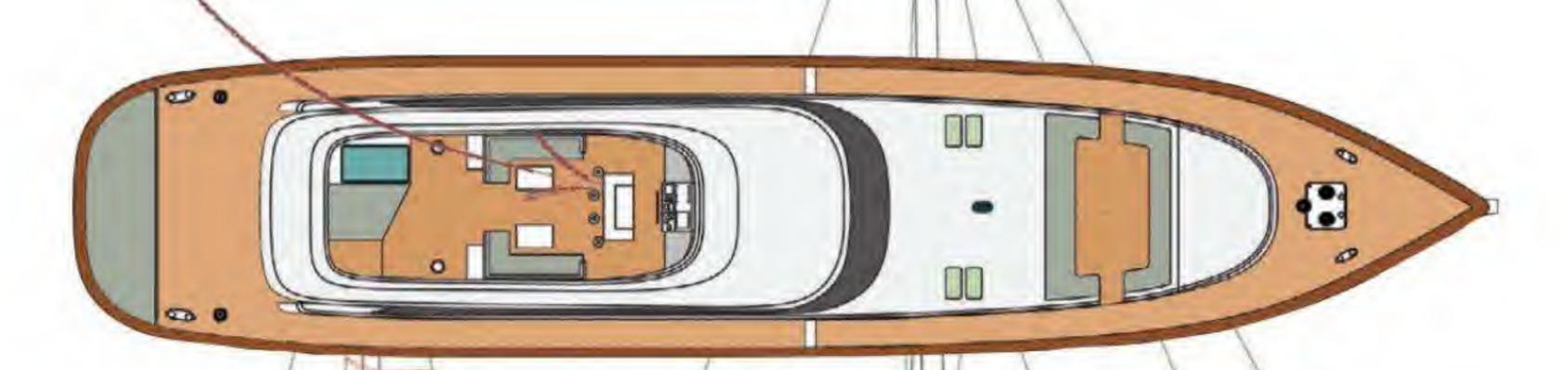
Classification RINA

Interior/ exterior Design Cobra Yacht Design Sales broker

Fraser Yachts email: james.munn@ fraseryachts.com web: fraseryachts.com

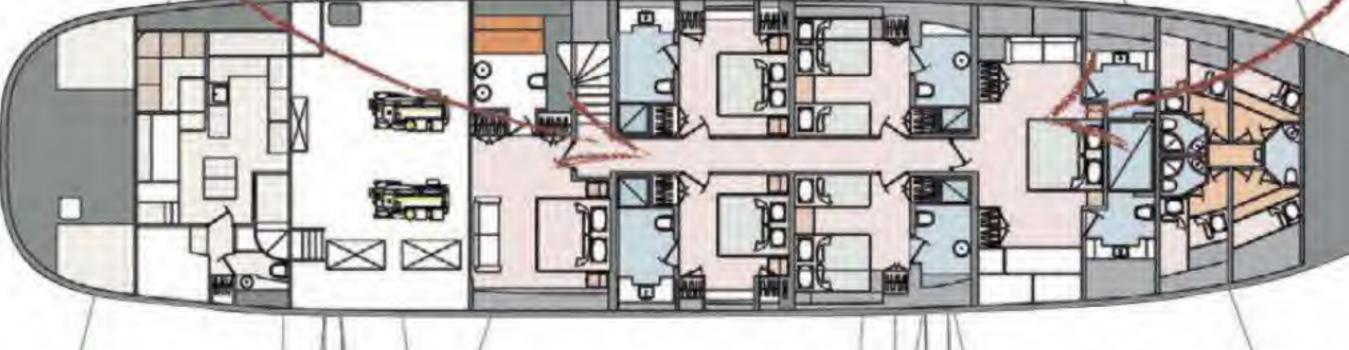
Builder/year Cobra Yacht/2011 web: www.cobrayachting. com

The bridge deck features a cockpit and bar area in close proximity, as well as seating areas for guests



There is a VIP coubin aft and four spacious guest coubins amidships

The full beam owner's carbin features his and hers en suites and a double shower



The hull skin consists of mahogany planking overlaid with three layers of veneers. The deck and superstructure are laminated plywood







## WHEN A BOATING ENTHUSIAST WANTED A SMALL, FULLY CUSTOM MOTOR YACHT BUILT ON CLASSIC LINES, HE CHOSE THE MULDER FAVORITE 1400



It is a bit of a conundrum when you have a passion for classic yachts – but your family don't feel the same way. What is there on the market that would give the excitement, the feeling of exhilaration and the elegance of a yacht, and be the perfect weekend retreat, for about a million euros?

This was the dilemma of yachtsman Klaus Heinemann. His goal: to find a weekend boat that has characteristics beyond the norm. But he really didn't like any of the designs on the water, and if he did, there were too many of them, too clubby, too stereotypical.

I wanted something that looks classical, while at the same time having all the technology of a modern boat,' he says. 'The wooden boats like Riva are really day boats, and it's fine if you want to use them in the Med, but in Northern Europe they are not very practical. I wanted something around 50 feet (15.2 metres) that I could handle myself, and it was important it had all the creature comforts you would find on a bigger boat: a proper shower, a proper bathroom, air-conditioning, and so on.'

In the archives is a boat that loosely resembles an American commuter boat and this appealed to Heinemann.



words: Amanda McCracken photography: Bugsy Gedlek

Designer Guido de Groot agreed to work on the design, adding 21st-century refinements. Vripack was tasked with the naval architecture. 'I wanted the capability to go fast. I liked the Volvo IPS system, and I wanted to be able to achieve 30 knots,' Heinemann explains.

So the boat was born: a 'classic' with modern retro styling and a longer waterline than conventional boats, to let it cut through the water and deliver good performance. 'The layout of the yacht allows for good proportions,' says de Groot. 'We have not tried to place decks over each other – all areas are placed in line, allowing for a sleek design. The height of the aft deck gives enough space for an engine room and IPS drive under. To create enough width for the layout, the shapes





above the spray-rails are brought out to a maximum, before they taper in again at the transom.'

Benedictus III's good looks are defined by the gunmetal grey hull, which emphasises the hard chine hull built by Frisian, her swept-back windows in the superstructure, and the balance of her high bow streaming back to a low curved stern. As we board for a trip around the islands in the Ijsselmeer, Heinemann takes me through the concept,

'I liked the idea that Mulder builds yachts in aluminium, not fibreglass. It makes a more sturdy boat. This is a quiet boat. Last weekend it was a Force 5 or 6 and the Ijsselmeer had a lot of chop, but we were just cutting through. That has to do with the hull shape.'

The interior was drawn by Kitty van der Kamp. It was decided to have only one head, accessed from the V-shaped master cabin forward. A separate shower in the master makes much more sense here. There is a small twin cabin to port, but this boat will only be used for overnight stops.

The small galley is unpretentious but designed with everything to hand. Steps lead up from the forward-placed cabins to a fabulously light saloon encapsulated in huge wraparound windows.

Under the saloon floor is a wine cellar and storage for a fold-up dinghy. It is the only possible place, as the Vovo IPS engines are further back in the deepest part of the V, which only leaves room for a bathing platform. There is one design fault on this boat I really can't see working, however: in the aft cockpit area to starboard a cupboard has been designed to store the 6hp engine for the tender, but getting this to the dinghy would be no easy task.

Of note are the aft doors, specially manufactured with a stainless steel frame by the shipyard; when closed the noise levels drop considerably while under way. Steps up to the side decks on both sides make it easy to access the huge, raised, teak-covered superstructure and up-and-over anchoring system. Here you find over-engineered and beautifully solid curved stainless rails, which follow the line of the superstructure.

Heinemann explains how he uses the boat: 'I go to the Dutch islands – most are nature reserves with huge dunes and it takes about five hours to get to them. It is beautiful and there are so many marinas. There is a great fish restaurant and literally you can dock outside. The Ijssel river is beautiful to go up.

We stop off in a small harbour at Marken, where anyone with a yacht bigger than nine metres would start to get nervous, but the Volvo IPS system takes all the stress out of turning around and docking.

So there you have it: a boat for all seasons, with a custom hull and interior, a look that turns heads and a great getaway speed – and she is a lot of fun. For any owners looking for an alternative chaseboat or a weekender, this sort of pocket custom build can be the choice alternative to an off-the-shelf production

cruiser. Be sure to look out for *Benedictus III* cruising the Med and the Baltic.



The cockpit and saloon area, with fantastic wraparound visibility (above). The height of the aft deck (below) gives enough space for an engine room and IPS drive underneath

### BENEDICTUS III Mulder Shipyard

LOA 14m Beam 4.7mm Draught 1.2m

Displacement 18 tonnes

Engines 2 x Volvo IPS600

Speed (max) 30 knots

Fuel capacity 2,500 litres

Construction Aluminium

Classification CE-A

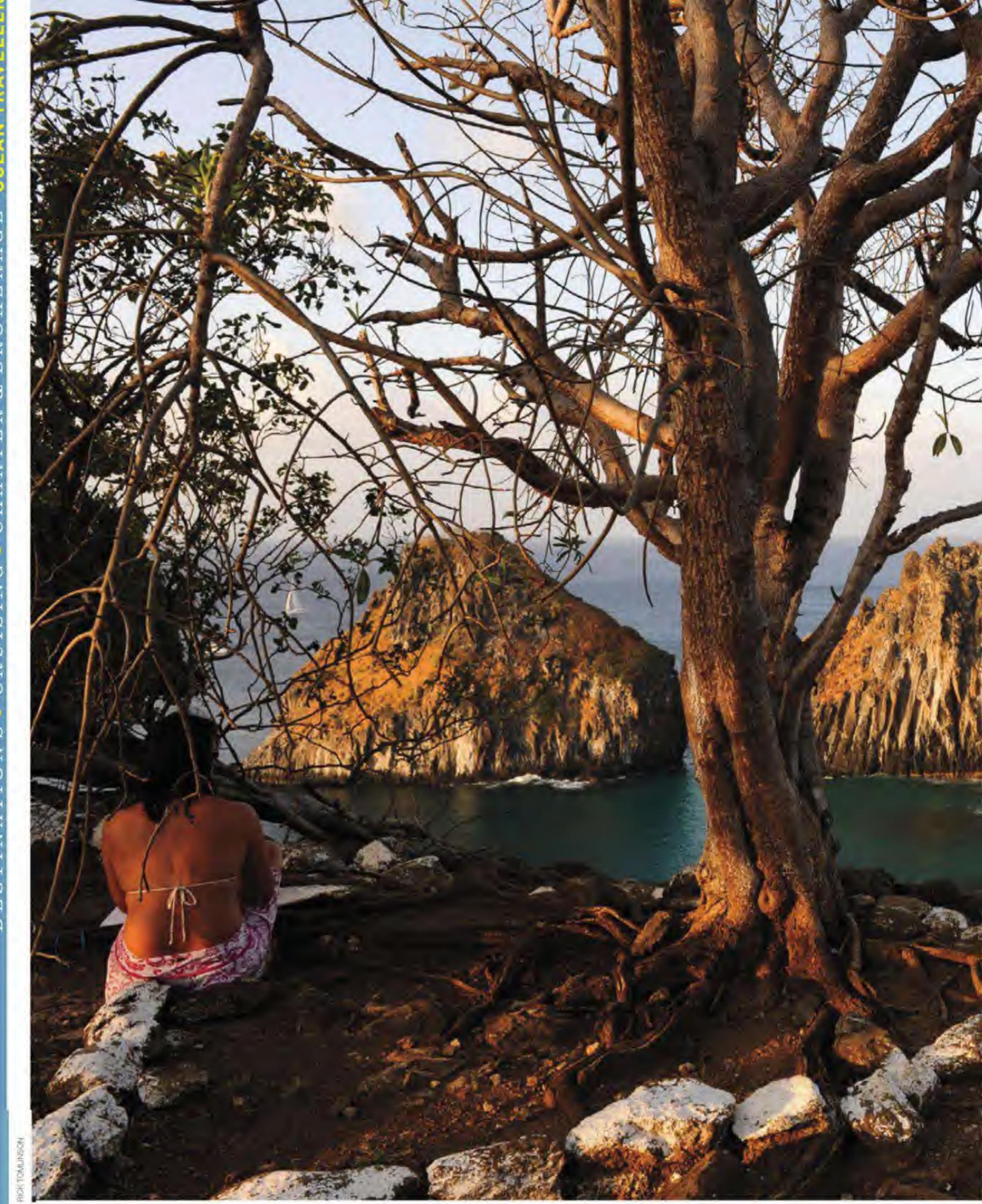
Builder Mulder Shipyard Voorschoten, The Netherlands web: www. muldershipyard.nl



White and Ocean Blue Persian Set 2011, 9 x 20 x 17" www.chihuly.com

Inquiries +1 206.781.8707 vessels@chihuly.com

Photo by Scott M. Leen







Editor's choice of charter boat



New to the charter market



Brokerage news round-up

	MARKET INTELLIGENCE					0
		The last of the la		PATRICK STREETS SEEDS	业业业	AL THE STREET
***************************************	FOR SOFT	here here	1	11 mm	Manager and the second	2
	がない。	September 1997	-	12 12 12 12 12 12 12 12 12 12 12 12 12 1	0.000	

Market analysis and intelligence

# ndo de Noronha

lores a remote Brazilian archipelago Phaedo exp

words:
Risa Merl
photography:
Risa Merl; agefotostock.

com; robertharding.com









I heard it at the consulate when I picked up my visa and when I checked in at the airport on each leg of my journey. Nearly the same words, delivered in an almost dreamy half-whisper: 'You're going to Fernando de Noronha? Oh, it is amazing! The most beautiful place in Brazil. You will love it.'

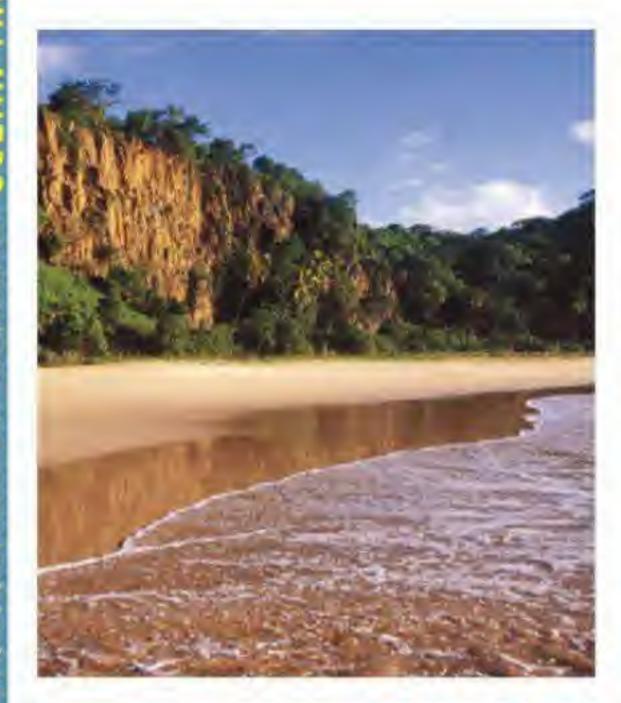
'Have you been? What's it like?' I asked after each expression of enthusiasm for this archipelago. On the map it is barely a dot off Brazil's north eastern shoulder, miniscule compared to the country's hulking mass on the South American continent.

Their replies, all versions of the word 'no' expressed with deep longing, were as surprising as the accolades. 'No, but one day... It's a utopia,' said the man at the Brazilian consulate as he handed me the visa.

'It's very hard to get there,' said the woman at the Miami Airport ticket counter. The irony wasn't lost on me as she handed over a ticket for that exact destination – but she wasn't wrong. Located more than 320 kilometres off the coast, it would take three long flights from Miami to reach Fernando de Noronha. And for intrepid sailors voyaging in South America, the island chain is still 1,300 nautical miles from Rio de Janeiro.

The young woman who checked me in for the flight from Recife – one of two cities that serve as a jumping-off point to Fernando – simply shook her head and told me, 'It (to go there) would be a dream – it's paradise,'

I was headed to meet the new 18.3 metre high-performance catamaran *Phaedo*, which had just travelled 6,500 kilometres on her maiden voyage from the Gunboat shipyard in South Africa. She had stopped in St Helena, the island of Napoleon's exile, before continuing on to the almost equally remote Fernando de Noronha.









The main island has a working port (above), but also glorious, deserted beaches (above left). The rural landscape means dune buggies are the best way to travel (middle), unless you're out in the bay (left). Diving the spectacular Sapata Cave (far right)

Praia Do Cahceicão

Atlantic Ocean

Ilha Rata

**Ipiranga** 

Baía Dos Golfinhos

Sapata Cave

Fernando de Noronha

Morro do Pico



# Fernando de Noronha's dramatic landscape came into view: ragged cliffs sheltering coves ringed with empty beaches; rocky islands catching the raging surf





My trip to Fernando was booked nail-bitingly last minute; day after day Gunboat tracked *Phaedo's* progress across the southern Atlantic, ensuring all systems were running well and no unforeseen disasters would keep her from arriving on time. As *Phaedo* was sailing in the St Barts New Year's Eve Regatta only weeks later (and still had 2,000-plus nautical miles left to get there) any delay meant losing the window for this visit and photoshoot.

Soon Fernando de Noronha's dramatic landscape came into view: ragged cliffs sheltering coves ringed with empty beaches; rocky islands catching the raging surf; and the main island's most notable pinnacle,

the towering Morro de Pico, standing watch over the harbour. Even from the plane, it was easy to see why a yacht builder would want their latest creation photographed against this striking backdrop – and why an adventuresome, ocean-crossing owner would call at this port, so far off the beaten track.

We were picked up at the airport by a road-ready dune buggy, the main mode of transportation on the

eponymously named main island (which is by far the largest and the only one inhabited of the 21 islands that make up the chain). Cars are allowed here, but they are rare. Instead, sailors and well-heeled travellers alike hire a low-slung buggy to traverse the rolling roads around the island and the dirt paths that lead to practically hidden beaches.

It seemed perfectly natural to perch on the back seat, like a teenager in a convertible, holding on tight and feeling the breeze tangle hair and sweep away hours of recycled aeroplane air and red-eye flight exhaustion. But the buggies are just part of the adventure here.

Before coming to Fernando, I'd heard it called 'Brazil's St Barts'. But as we drove along the open, dusty roads and pulled into the main harbour, I couldn't think of a place more different. There were no well-dressed jet setters visiting high-end shops lining the quay; in fact, there was no quay to speak of. Just fishing boats tied to a rock wall and a dinghy dock for visiting yachts, reached by a walk down a steep hill. The beach was pretty, but nothing compared to others I would see on the island, and favoured by local children, who passed a football around and splashed in the surf.

Where well-manicured and elegant St Barts gives an impression of easy luxury, Fernando's scenery is wild and rustic, its seemingly bare bone infrastructure hiding the opulence that lurks just beyond a windswept hill or perfect beach. And that's just the way the government wants to keep it. Only 90 fortunate souls are allowed to visit Fernando de Noronha each day, and there's a daily 'environment preservation tax' – higher for divers and visiting yachts – levied to help preserve the island's natural beauty. The tax also seems to limit visits from the average tourist, as do the pricey hotels and restaurants.

While Fernando might seem untamed, five-star does exist here. There are splendid boutique hotels and gourmet dining establishments tucked out of view, one of which set the scene for a wonderful meal off the yacht that night. And this is where the comparison started to make sense; Fernando is Brazil's St Barts in a way. While it might lack shopping (beyond a few bikini shops), you won't see any luxe cars overtaking a dune buggy and it's certainly not the place to see and be seen, it is the place to escape to for those with the means to do so.

For yacht owners, it's an out-of-way, desolate port, to discover and make their own for a while. Though only a small island, at least five days are recommended to experience the adventures the island has to offer, as there are quite a lot. They run the gamut from wreck diving to horseriding and surfing to simply sitting on a powdery beach, watching surfers who flock here in the summer, and drinking straight from a

coconut. Dirt roads lead to picturesque beaches easily reachable by dune buggy, while the more remote coves, for which guides are available, require hiking shoes. On a quiet day, I could easily be the only one enjoying a gorgeous beach.

Scuba divers find their own heaven below the surface, exploring shipwrecks frequented by turtles, stingrays, colourful fish and sharks (more than a dozen species are found around





There was something different about this far-flung volcanic isle. Cliffs ebbed and fell haphazardly, beaches were almost unbelievably innocent and bays formed jigsaw shapes





Amid the sometimes harsh volcanic landscape, tide pools (below) can harbour amazing collections of marine life. The towering Morro de Pico overlooks another beautiful, empty bay (left)



138 www.boatinternational.com





Every morning at the Baia dos Golphinos, dozens of spinner dolphins (left) hurl themselves from the water for your viewing pleasure. One of the many spectacular sunsets (above), viewed from the iconic Mergulhão

the island). Diving can be had all year, but is best on the windward side from December to March and on the leeward side from July to October. A popular dive site is the *Ipiranga*, the wreck of a small Brazilian warship that hit a rock and sank in 1987. A deep jaunt intended for experienced divers, it sits upright and intact at 63 metres down, surrounded by schools of fish. A highlight is seeing the sailors' personal effects that remain, including uniforms still hanging in the lockers. Also popular is Sapata Cave, an underwater cave 25 metres down, with an antechamber so spacious it's been the site for weddings.

Nature lovers can get a thrill by taking an afternoon tender ride to Baia dos Golfinhos (Bay of the Dolphins), in the hope of seeing dozens of the spinner dolphins that swim south to hunt in deep water. Projeto Tamar, an organisation aimed at protecting sea turtles, has a base here and, with turtle sightings a regularity, its work seems to be paying off.

One of the best ways to enjoy Fernando is simply to sail around it. Luckily, I was here to do just that. The sea view was ideal to take in the spectacular terrain. A common traveller's crutch, I was inclined to compare this island to somewhere else in my memory bank, but I kept coming up short. There was something different about this far-flung volcanic isle. Cliffs ebbed and fell haphazardly, beaches were almost unbelievably innocent and bays formed jigsaw shapes, as if broken off from a larger puzzle. It's no wonder Fernando de Noronha's unique beauty earned it a designation as a World Heritage Site by UNESCO.

It wasn't always recognised for its good looks, however. Italian explorer Amerigo Vespucci first described the island in 1501, but discovery and naming is credited to Portuguese merchant Fernão de Loronha in 1502. Invaded, occupied and occasionally abandoned by the French, English, Dutch and Spanish over the centuries, in the 18th century the Portuguese took control. They built fortresses at key points on the island, several of which are intact and can be viewed from the sea or toured on foot. With independence in 1822, the islands finally became part of Brazil – which used Fernando for a prison and military training grounds, long before turning it into an ecologically protected tourist destination.

The island offers myriad deep, protected bays in which to drop anchor, though for ecological reasons some portions allow mooring only during the day. Most yachts spend the night in the populous main harbour, rocking gently under the commanding Morro do Pico, which translates simply as 'hill of the peak'. It's not the most creative name, admitted Fabio, the head chef at Pousada Maravilha, a beautiful hotel that features one of the notable restaurants on the island.

As many are drawn to cast off the 'real world' and move to the Caribbean, so many Brazilians and the occasional European escape to Fernando to enjoy a simple island life. 'It's a paradise for so many things here: fauna, dolphins, and turtles. Also a surfers' paradise,' said Fabio. 'You sometimes feel isolated, but the island pushes you to do a lot of activities.'

A favourite pastime, though, is enjoying no activity at all. Sipping caipirinhas at Mergulhao, the open-air restaurant overlooking the harbour, was the ideal wind-down after an exciting afternoon of sailing.

Perhaps as hunger pains grew we'd take off in the dune buggy, heading for a hidden gem of a restaurant; or maybe we'd just while the time away here, munching on delectable coconut shrimp and ceviche and watching the sun slip behind Morro de Pico, bathing the entire bay in vivid oranges and pinks. There was nowhere to go, really – we were in Brazilian paradise, after all.

### FACT FILE Fernando de Noronha

### CONTACTS

TOURIST AUTHORITY web: www.noronha. pe.gov.br

GOL AIR TRANSPORT web: www.voegol.com.br

FLOR DO ATLANTICO
DUNE BUGGIES
email: contato@
tripnoronha.com.br

AGUAS CLARAS DIVING web: www.aguasclarasfn. com.br

marina park Hotel tel; +55 85 4006 9595 web: www.marinepark. com.br

POUSADA MARAVILHA web: pousadamaravilha. com.br tel: +55 81 3619 0028

POUSADA ZÉ MARIA web: pousadazemaria. com.br tel: +55 81 3619 1258



### WHEN TO GO

The dry/high season is from September to March; the rainy/low season runs from April to August, and features sunshine punctuated by torrential downpours.

### **GETTING THERE**

The nearest mainland ports are the Brazilian cities of Natal (210nm) and Recife (300nm), while Rio de Janeiro is 1,300nm away. Gol Air Transport offers flights from Recife and Natal to Fernando de Noronha Airport.

### MARINE SERVICES

There are no marinas on the island and provisioning options are limited. Arrive well-stocked and prepare to be self-sufficient.

### SUPERYACHT FACILITIES

The nearest marina accommodating yachts up to 50m is in Fortaleza, about 350nm distant. Onshore accommodation there is available at Marina Park Hotel.

### HOTELS AND RESTAURANTS

No facility on the island offers highend luxury, and you may find the best accommodation is on your own boat. Pousada Maravilha offers five bungalows and three 'deluxe apartments' and the restaurant is one of the island's best. Pousada Zé Maria offers luxurious bungalows and the most beautiful location of any hotel. The popular restaurant is open every day and there's a 'gastronomical festival' every Wednesday and Saturday. Mergulhao, an open-air restaurant, overlooks the harbour and provides perhaps the finest dining experience on the island.

Freshly caught barracuda and fabulous sunsets can be found at Bar do Meio on Meio Beach, while Pousada Teju-Açu is another highend option, and Cacimba Bistro offers the best meals out in the village.

### **GETTING AROUND**

With the road quality variable, a dune buggy is the most practical option for exploring the island. You can hire one at Flor do Atlantico.

### SANCHO BAY

One of the island's most beautiful bays, with a secluded beach. Diving or snorkelling is rewarded with coral, fish, turtles and even the odd friendly (or so the locals claim) shark.

### BEACHES

Among a plethora of unspoilt beaches (this is a marine reserve), try Conceicao Beach, with its long shoreline, and the lovely Porcos Bay, while Leão Beach and Sancho Beach are known as the some of the best beaches in Brazil. At Atalaia Beach natural pools form fascinating mini-aquariums.

### **DOLPHIN WATCHING**

Spinner dolphins – so called because they jump clear of the water in acrobatic spirals – turn up in their hundreds daily. To see the show, be at Dolphin Bay at dawn, either on your yacht or a dune buggy on the cliffs above the bay.

### SNORKELLING

A snorkel off any beach is rewarding, but a local guide can help you find the best spots, especially for turtle spotting. Shallow and protected from wind, Baia do Sueste is a natural snorkelling haven.

### DIVING

The corvette warship Ipiranga, to the island's south west, is one of Brazil's star wreck-dives, but there are more than 25 sites to choose from, including the Sapata Cave and the Greek wreck Eliane Estatatus, which is in such shallow water some swim to it from shore. With the island's warm, clear water and calm conditions, you are practically guaranteed a good dive and an abundance of marine life. Only three operators are allowed to operate here - Aguas Claras has a good reputation - so there are never many people in the water.

### LANGUAGE

English usage is patchy so don't forget your Portuguese phrasesbook.

### **EXTRAS**

The environment preservation tax increases the longer you stay, and costs about US\$20 per day. Those arriving by boat pay an anchor tax too. Check what sunscreen you can wear. The environmental laws and proximity to coral mean its use is restricted.

# brekerage show

The Yacht & Brokerage Show in Miami Beach, Florida, is one of the World's largest gatherings of new and brokerage yachts, sportfishing machines, sport yachts, cruisers, motoryachts, yacht tenders and more. Catch a Sportfishing Seminar and shop a wide array of accessories as well.

Experience great hotels, restaurants, night life and world famous beaches.

Plan your show now at www.showmanagement.com



Owned & Sponsored By









Sponsored By











# CHARTER WORLD COM

THE YACHT CHARTER SPECIALISTS



国



#### EDITOR'S CHOICE

# Aurelia: a spectacular 37.3m Heesen with racing car style



Launched on 12 June 2011 from the Heesen yard in Holland, the 37.3m motor yacht Aurelia will be available for charter in the Caribbean from the beginning of 2012.

Aurelia looks spectacular in her Gulf Porsche Racing colours, which are continued on the yacht's 3.66m Castoldi tender.

A different sports or racing theme has been used for each of the yacht's four guest cabins, which were designed by Bannenberg & Rowell. The design studio took inspiration from racing car designers: Bertone [Lamborghini], Pininfarina [Ferrari] and Agato (Aston Martin).

### AURELIA

LOA: 37.3m

BUILDER/YEAR:

Heesen/2011

**GUESTS/CREW: 8/6** LOCATION: Caribbean

RATES: €105,000 low

season/ €120,000 high season per week

#### CONTACT:

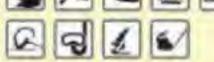
Ocean Independence Paula Barber tel: +377 97 70 38 80 email: paula@ocyachts.com web: www. oceanindependence.com













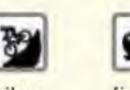


# A selection of the top yachts available for charter

























beach club

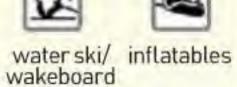
diving

kayaking

spa pool

sailing

snorkelling wind surf



### Il Cigno

Refitted in 2006 and 2011, this superyacht offers a classic exterior, teamed with a stylish and modern contemporary interior



A very flexible interior layout makes Bliss an ideal charter yacht, with three double cabins and four Pullman berths

### Destination lex Destination Fox Har'br

Recently refitted, this stylish yacht can accommodate eight

### D'Angleterre II

Refitted in 2010, this accommodates 10 and is equipped with toys, fishing equipment and snorkelling gear

### Waterlily

This voluminous yacht has accommodation for 12 on the lower deck in a master, two doubles and two twins

#### Felidan

Felidan accommodates up to 10 quests in one master, one double and two twin cabins, and two Pullman berths

### Vertigo

This yacht features sleek, uncluttered interiors and deck areas. Accommodation is for 12 guests

### **Fidelis**

Fidelis is stylish and comfortable. She has ample areas for enjoying life on deck, and features two cockpits

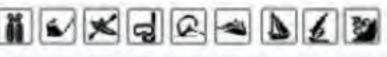


LOA: 41.65m

BUILDER/YEAR: Cantieri Navale Nicolini/2002 GUESTS/CREW: 10/8 COST: €82,000 per week

LOCATION: Med







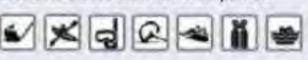




LOA:36.7m

BUILDER/YEAR: Yachting Developments/2009 **GUESTS/CREW: 10/8** 

COST: \$98,000/ €70,000 per week LOCATION: Caribbean, Med



LOA: 41m

BUILDER/YEAR: Alloy Yachts/2003

**GUESTS/CREW: 8/6** COST: €77,000 per week

LOCATION: Caribbean winter, Mediterranean summer



LOA: 41,20m

BUILDER/YEAR: WA Souther & Son/1986

**GUESTS/CREW: 10/8** COST: €75,000/ €65,000

LOCATION: Western Med until April







LOA: 43.4m BUILDER/YEAR: Royal Denship/2009 **GUESTS/CREW: 12/9** 

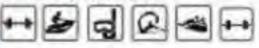
COST: €168,000/€147,000

LOCATION: Med









LOA: 35.05m BUILDER/YEAR: Benetti/2000

**REFIT: 2011** 

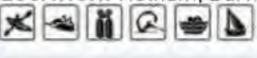
GUESTS/CREW: 8/7 COST: €77,000 per week LOCATION: Med

€ d € Q = 5 3

LOA: 67.2m

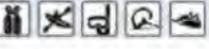
BUILDER/YEAR: Alloy Yachts/2011 GUESTS/CREW: 12/11

COST: €275,000/€200,000 LOCATION: Vietnam, Burma, Thailand, Med



LOA: 56m

BUILDER/YEAR: Perini Navi/2011 GUESTS/CREW: 12/10 COST: €180,000/ €200,000 LOCATION: Caribbean, Med



#### CONTACT

Camper and Nicholsons International Britta Ax tel: +377 97 97 77 00 email: baldmon.cnyachts.com www.camperandnicholsons.com

#### CONTACT

Yachting Partners International Carine Zanotti tel: +33 622 07 24 07 email: charterfleet@ypigroup.com web: www.ypigroup.com

#### CONTACT

**Dubois Yachts** Sarah Fraser tel: +44 1590 626 688 email: sarahfraser@ duboisyachts.com www.duboisdesign.com/charter

#### CONTACT

K&K Superyachts Alena Zilayova tel: + 377 97 70 41 22 email: charter@kk-superyachts.

web: www.kk-superyachts.com

#### CONTACT

Burgess tel: + 44 20 7766 4300

email: london@burgessyachts.com web: www.burgessyachts.com

#### CONTACT

Fraser Yachts Bertrand Mattei tel: +33 607 932 897 email: bertrand.mattei@ fraseryachts.com web: www.fraseryachts.com

### CONTACT

Y.CO tel: +377 93 50 12 12

email: charter@ycoyacht.com web: www.ycoyacht.com

#### CONTACT

Perini Navi USA Rana Johnson tel: +401 683 5600 email: charter@perininaviusa.com web: www.perininavi.it



# SUPERYACHTSMONACO

Charter • Sales • Project Consultant • Management







For Charter Exclusively with SuperYachtsMonaco

Enquiries to: contact@superyachtsmonaco.com

Le Beau Rivage 9 Ave d'Ostende Monaco 98000

Tel +37793250348

www.superyachtsmonaco.com

### EDMISTON IS DELIGHTED TO ANNOUNCE AND SALUTE ITS NEW PARTNERSHIP

JAMES AULD Esq
ALEX BUSHER Esq
JONATHAN BARBE Esq
NICK BURLEIGH Esq
ROBERT SHEPHERD Esq
BILL SANDERSON Esq
ANTONIO YTURBE REDO Esq

### WE ARE ALSO PLEASED TO ANNOUNCE THE FOLLOWING COMMERCIAL DIRECTORS

CHRIS CECIL-WRIGHT Esq

JAMIE EDMISTON Esq

JULIA LEAL GOMMES DOS SANTOS

**NICHOLAS EDMISTON** 

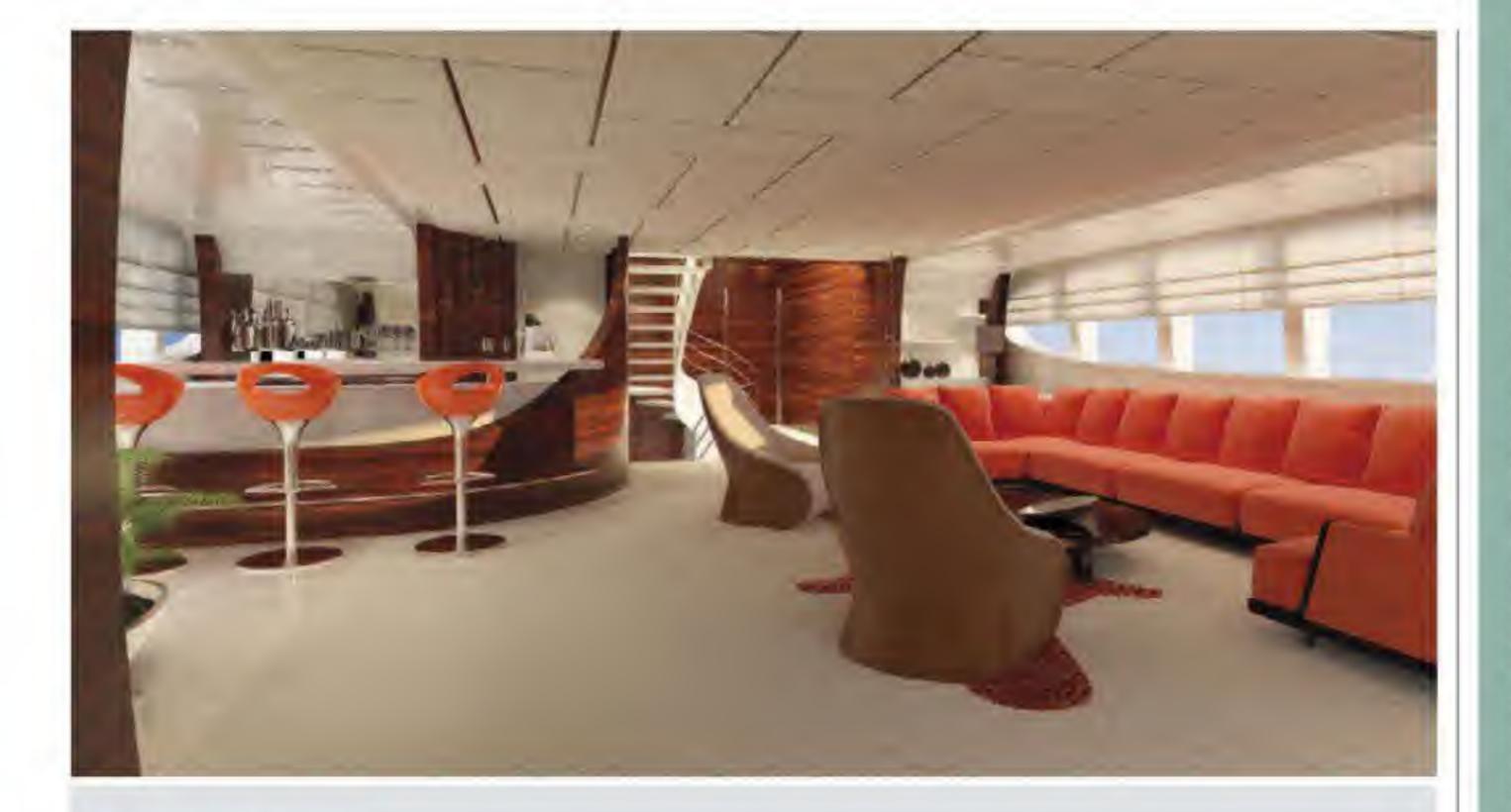
CHAIRMAN

MARK CORNELL

CHIEF EXECUTIVE

LONDON: +44 20 7495 5151 MONTE CARLO +377 93 30 54 44 NEW YORK. +1 212 792 5370 ANTIBES: +33 493 34 68 98 +52 55 5280 9574 MEXICO CITY MOSCOW +7 495 772 77 54 ST PETERSBURG +7 812 702 4770 PALM BEACH +1 561 578 8888 SAO PAULO +55 11 5092 5265





#### BOAT OF THE MONTH

# Vulcan 46: Dutch expertise and Turkish craftsmanship

Antoine Larricq at Fraser Yachts is offering the Vulcan 46 new-build motor yacht for sale. Currently under construction at the Vicem yard in Antalya, Turkey, the 46.08m yacht is being built to RINA class and delivery is scheduled for early 2012. With naval architecture by Mulder Design and interior design by Art-Line, the Vulcan 46 is a combination of Dutch expertise and Turkish craftsmanship.

MCA compliant, she will accommodate up to 12 guests in a master suite, VIP cabin, two double and two twin cabins, plus berths for eight crew. Twin 3650hp MTU engines will give her a cruising speed of 20 knots and a range of 3,500 nautical miles.

While the interior is in Brazilian rosewood throughout, her new owner will have a choice of materials and fabrics to complete the layout according to taste.

## **SONTACT**

Fraser Yachts Antoine Larricq tel: +377 93 100 450 email: antoine larricq@fraseryachts.com web: www.fraseryachts.com







FOR MORE INFORMATION SEE www.boatinternational. com/brokeragenews

CHTS

FOR S

# MARKET ROUND-UP

# Camper & Nicholsons sell Drizzle; Sea Dweller joins the books at Ocean Independence; Fraser reduces Sea Bowld by \$2 million

words: Malcolm MacLean



Moran Yacht & Ship reports a massive €10 million reduction on the 68m motor yacht Kismet, built by Lurssen in 2007 to a design by Espen Øino.

Her Reymond Langton interior features a saloon with a cinema lounge and grand piano along with a formal dining room seating up to 18 guests. Kismet sleeps 12 guests in a master, VIP and four double cabins convertible to twins. The upper deck has a gym, steam room and lounge. Twin 1957hp Caterpillar engines give her a cruising range of 5,000 nautical miles and she is asking €85 million.

In one of the biggest sales so far this year, Michael Rafferty at Camper & Nicholsons International in Palm Beach sold the 146m fast ferry Capricorn. Built in 1999 by Fincantieri, the ferry's buyer is a repeat client who plans to convert this 40 knot ferry into a 152m superyacht.

Meanwhile, Jonathan Syrett confirmed the sale of Feadship's 55.5m motor yacht Drizzle, with Chris Cecil-Wright of Edmiston & Company acting for the buyer. Her asking price at the time of sale was €46.95 million. Arne Ploch at Camper & Nicholsons in Palma announced that the 27.45m Pendennis sailing yacht Boo Too has been sold in an in-house deal, and was asking €3.3 million.

A number of yachts have joined the central agency sales fleet, headed by Palmer Johnson's 43.3m motor yacht Incentive, a spacious tri-deck that accommodates 10 guests in five sophisticated cabins and is asking \$25 million through Michael Rafferty.

Rafferty also confirms the 34m Hatteras-built Far Niente as a new listing. Located in Palm Beach and showing in excellent condition, Far Niente has an

asking price of \$6.5 million.

The 32m Trotter also joins the sales listings. Built by Astilleros Jorge R Chediek in 1991, she accommodates 10 quests in five cabins and is asking \$1.2 million through brokers Fernando Nicholson and Scott Goldsworthy.

Charles Ehrardt has added Mangusta's 28.3m Geni to the sales list because her owner is looking to build a bigger yacht, while Rytis Babravicius is offering Azimut's 29.8m Noni for sale. Accommodating 10 guests, Noni is asking €2 million.

The 26.8m Blue Coast 88 was listed for sale in October. Currently under construction at the Latitude Yachts yard in Latvia, this catamaran is due to be delivered in 2013 and adheres to the highest specifications. She is available to purchase through David Seal at an asking price of €6.65 million.

Nicholas Dean at Ocean Independence represented the buyer in the recent sale of CRN's 43m Lady Trudy, a central listing with Burgess. Launched in summer 2011, she was asking €16.95 million.

Michael White sold Codecasa's 34.5m motor yacht My Max with Peter Thompson representing the buyer and White the seller in his third sale of this yacht. Built in 2000 and recently refitted, she was asking €6.95 million.

Rainer Wilhelm in the Vienna office of Ocean Independence confirmed the sale



#### MORAN YACHT & SHIP (USA)

tel: +1 954 768 0707 email: sales@moranyachts. com

#### **CAMPER & NICHOLSONS** INTERNATIONAL (Monaco)

tel: +377 97 97 77 00 email: infoldmon.cnyachts. com

#### OCEAN INDEPENDENCE (Zurich)

tel: +41 44 390 25 75 email: infoldocyachts.com



# BOLD STEPS

# CAREFULLY PLACED

Whilst we are discreet, YPI has covered a lot of ground (and sea) for its clients over the last 40 years. Thousands of owners, charterers, captains and crew from over 60 different countries, speaking more than 20 different languages, have relied on us to help them get the most from their yachting.

At YPI we do believe in looking after N°1... YOU



HELPING CLIENTS GET THE MOST FROM THEIR YACHTING FOR 40 YEARS

YPI Brokerage +377 99 99 97 97 YPI Charter +33 (0)4 93 34 01 00 YPI Crew +33 (0)4 92 90 46 10

YPI Management +377 99 99 97 97

www.ypigroup.com





of his central listing, the 24.9m sailing yacht Astro de l'Est with Joost Goverts at Northrop & Johnson in Palma introducing the buyer. Built by Nautor's Swan in 2000 and refitted in 2008, the asking price was €2.2 million.

Three yachts joined the sales fleet, including Heesen's 45.72 Sea Dweller built in 1999, refitted in 2010 and listed by Axel Douque at €12.5 million. Jeroen Minnema signed Jongert's 29m sailing yacht Ameena following an extensive refit in 2011. Accommodating seven guests in three cabins, she is asking €5.25 million. Yannis Mitsopoulos in Athens joined with Peter Hurzeler in Zurich to jointly list Cantieri di Pisa's 33.1m motor yacht Pollux, built in 2000 and refitted in 2008. With a Donald Starkey interior, accommodation is for nine guests in four cabins and Pollux is asking €4.5 million.

Finally, on the corporate side, Primo Yacht has joined the group, consolidating what Ocean Independence claims is the largest luxury charter fleet in the world.

Jan Jaap Minnema at Fraser Yachts sold Hakvoort's 45m My Trust to a direct client. Built in 2008, she can accommodate up to 14 guests in five cabins and was asking €23.95 million.

Eric Pearson in San Diego confirms that he acted for the buyer in the sale of the 37.7m sailing yacht *Freedom*, with Allen Schiller at East Coast Yacht sales representing the seller in a joint listing with Burgess. A custom Sparkman & Stephens design crafted by Italian shipyard Picchiotti in 1986 and refitted in 2004, she sleeps eight guests and was asking \$5.9 million.

Additions to the list of central agencies for sale are headed by the new build Kaiserwerft 75m motor yacht listed by James Munn in Monaco. Construction is due to begin in 2012 to a design by Marco Casali with completion scheduled for 2015. The asking price for the Kaiserwerft 75 is €59 million.

Jan Jaap Minnema jointly listed Izar's
44.8m Tuscan Sun with Frank Grzeszczak
and Mark Elliott at International Yacht
Collection. Built in 2006 to a design styled
by Reymond Langton, she accommodates
12 guests in a master suite, three double
suites and two twin cabins and is asking
\$22.5 million.

The father and son team of Jose Arana Junior and Senior listed Benetti's 36m Kai for sale. Delivered in 2008 and refitted in 2009, accommodation is for 10 guests in five cabins and Kai is asking \$13.4 million. Arana Junior and Senior also took over the listing of the 35m motor yacht Moon Goddess with a price reduction. An open sports yacht built by Danish Yachts in 2006

and refitted in 2011, she sleeps six guests in a full beam master suite and two twin cabins, asking \$7 million.

There were a number of price updates, the most notable being a \$2 million reduction in the price of Oceanfast's 53.04m Sea Bowld, a central listing with Stuart Larsen. Delivered in 2004 and accommodating 10 guests in five cabins, her price is now down to \$13.95 million.

In corporate news, Fraser Yachts has appointed Mike Busacca as the new commercial director for the US, reporting directly to Luc Khaldoun, worldwide commercial director.

As mentioned earlier, **Burgess** saw two superyachts leave the central listings for sale: the 43m Lady Trudy and 37.7m Freedom, while a new joint central listing, with Northrop & Johnson, is Feadship's 43.3m motor yacht Kingfisher. Bureau Veritas classed and MCA compliant, she sleeps up to 12 guests in a master, two double and two twin cabins and is asking \$12.9 million.

# ONTACTS

#### FRASER YACHTS (Monaco)

tel: +377 93 100 450 email: Monacold fraseryachts.com

#### BURGESS (UK)

tel: +44 20 7766 4300 email: London@ burgessyachts.com





# CODECASA 49.90mt DAKOTA (ex MONEIKOS)



An excellent example of top quality Italian shipbuilding, DAKOTA is a beautiful 50 meter motor yacht with a steel hull and aluminum superstructure.

Built in 2000 by the famous Italian shipyard CODECASA, DAKOTA has luxury, style and timeless elegance: the perfect combination for a yacht of this size and range offered for sale at a very attractive price.

Full-beam owner's suite on main deck - 5 guest cabins Spacious and comfortable sundeck Excellent condition - Competitive price - VAT paid.

Asking price € 11,400,000













Five superyachts had price updates during the month, including a currency switch from euros to dollars on Feadship's 61m April Fool, which was asking €49 million and is now priced at \$69.5 million. There was a \$5 million-plus reduction on Abeking & Rasmussen's Lloyd's-classed and MCA compliant 57.3m motor yacht Excellence III, down from \$55 million to \$49.95 million. Delta Marine's 46m Katya, launched in 2009, saw a \$2.905 million drop from \$42.9 million to \$39.995 million. Finally, there was a \$1 million drop on Abeking & Rasmussen's 40m motor yacht Silver Shalis, now asking \$2.95 million.

Merle Wood & Associates celebrated as their joint listing with Edmiston & Company, Feadship's 62.33m Fortunato, left the market, with Peter Insull at Peter Insull's Yacht Marketing introducing the buyer. Fortunato was asking \$54 million.

New listings for sale included a joint central agency with Edmiston, Codecasa's 65m Lady Lau asking €44.9 million. A central agency change saw Merle Wood and John Cohen take over the central listing of the 40.23m motor yacht Life's Finest II with a reduction from \$6.2 million to \$5.995 million. Cromwell Littlejohn and John Cohen listed Westport's 39.62m My Colors for sale asking \$11.495 million.

The month also saw several price updates, including a \$3 million drop on Shadow Marine's 67.06m motor yacht Allure Shadow, now down from \$22.995 million to \$19.9 million. There was also a €2.4 million cut to the 62.5m motor yacht Icon from joint central agents Thom Conboy and Jean-Marie Recamier at Camper & Nicholsons International, now asking €52.5 million, down from €54.9 million. Christensen's 48.75m motor yacht

Thirteen, a joint listing with Mark Elliott at International Yacht Collection, had a \$1 million reduction to \$28.5 million.

Kevin Bonnie at International Yacht Collection represented both buyer and seller in the sale of Trinity's 43.3m motor yacht Stanley Z, a joint listing with his colleague David Nichols in Fort Lauderdale. Stanley Z was asking \$14.9 million. Recent additions to the sales fleet are led by Trinity's 37.8m motor yacht Wheels listed by Chany Sabates and asking \$32 million. Meanwhile Frank Grzeszczak and Ron Morgenstein signed a joint agency for sale of the Westship/ Westport 32.2m motor yacht Galilee with a price reduction from \$2.95 million to \$2.595 million. Grzeszczak also listed the Posillipo 27.4m motor yacht MJ for sale, asking \$1.98 million. Several price updates were reported, including Trinity's 49m Anjilis, now down by \$3 million to \$27.9 million, while another Trinity, the 45.75m Carpe Diem, was reduced by \$1 million to \$17.95 million.

Matt Albert at Yachting Partners
International confirms that he acted for
the seller in the sale of the 37m Heesen
motor yacht Hayken (ex Seascape) with
Wes Sanford at Northrop & Johnson
representing the buyer. Will Allen and
William Molloy are now joint central
agents for sale of FIPA's 27.4m motor
yacht IFA Cannes, asking €2.2 million,
while there was an €800,000 price
reduction on Will Bishop's listing, the
24.8m sailing yacht Blalumar, now
asking €1.9 million.



#### MERLE WOOD & ASSOCIATES (USA)

tel: +1 954 525 5111 email: mail@merlewood.com

### INTERNATIONAL YACHT COLLECTION (USA)

tel: +1 954 522 2323 email: info@iyc.com

# YACHTING PARTNERS INTERNATIONAL (Monaco)

tel: +377 99 99 97 97 email: brokerage@ ypigroup,com

















# IMPERIAL

YACHT MANAGEMENT • NEW CONSTRUCTION • SALE & PURCHASE • CHARTER

# MARKET INTELLIGENCE / ANALYSIS



# Competition and urgency encouraged price reductions in October, while buyers approached builds with caution. But as confidence slowly increases, the future looks bright even for construction

Reports of price updates reached an extraordinary 75 in October, the highest figure in 2010 or 2011. It can be compared to 48 in October 2010 - since when many brokers agree that things have improved.

It is likely that October's figure was heavily influenced by the Fort Lauderdale Boat Show (just as it is probable that September's 65 were influenced by the Monaco show) with brokers trying to draw attention to their yachts.

But in the first 10 months of 2011 there were more price drops overall than by the same point the previous year (545 to 360). One reason may be that there were more yachts for sale, forcing down prices. The flow of existing yachts to the market certainly appears steady, with 45 reported in October compared with 44 the month before and similar figures for the rest of the year. By comparison, 14 were sold in September and 16 in October. A crowded marketplace, combined with a seasonal ultimatum to sell yachts, means we are likely to see high numbers of updates in November's stats too.

'Having finished the Fort Lauderdale International Boat Show, the last of the big boat shows, we are entering a quiet period until the start of the Mediterranean spring, says Darrell Hall, co-founder and sales broker at YACHTZOO in Monaco. 'If an owner has not sold his vessel prior to the commencement of this period, it is most likely that he will retain ownership and carrying costs through to the following spring, detrimentally affecting the value of his yacht. Some owners may need to dispose of their assets prior to the end of the fiscal year due to potential tax consequences."

But Antoine Larricq, a broker at Fraser Yachts, believes some owners may be preparing to jump straight back into the market. Brokers have always faced the situation when their client is ready to buy a yacht but they need to get rid of their previous yacht, he says. Now we have owners selling older yachts and to buy what they want, they have to lower the price of their current yacht."

#### New orders

October brought eight reports of new orders, a figure in keeping with August's five and July's three, and probably a more helpful gauge of the construction market than September's seemingly anomalous 17. In terms of investing in a superyacht, charter is the lowest point on the scale of commitment, while new construction is the highest. As clients return to the market after being shaken by the GFC, it seems likely that they'll want to test the water before diving in. Indeed while our new order numbers were modest, Hall believes that the 2011 charter market was more robust than it was in the preceding three years.

'Historically, when there has been an increase in charter, the sales market follows and this eventually filters through to new builds. Any educated buyer is now taking advantage of the highly competitive pre-owned market - they are looking there first, he says. 'The other important thing is clients don't want to purchase a vessel in today's market and then find that they're going to lose double-digit percentages when they sell. Buyers have become realistic in their expectations of the market and they are entering it in a cautious way."

#### Deliveries and launches

Deliveries slipped from 17 reports in September to 10 in October - although these figures also dropped off towards winter 2010, suggesting a seasonal trend. The same may be true of launches, which after a steady year dropped from 13 in August to six in September and six in October - a pattern similar to that of the previous year.

It is worth remembering that current delivery and launch figures are the blighted fruit of orders made during the darkest days of the GFC. Following this logic, Larricq believes that as the new build sector slowly regains health (and despite the uninspiring new build figures above, they are increasing slowly), we can look forward to more bountiful crops in the future.

'The yards have been finding new contracts since 2010, but we had a gap from October 2008 where not much happened,' he says. 'Most of the yards now have delivery dates of 2014 or 2015 for anything over 40 or 50 metres. Because of the gap it's going to be quiet in delivery until 2013. But because of the recent activity - most of those yachts have been signed between 2010 and 2011 - in 2013 they're going to bring out a lot of yachts.'

For more analysis: www.boatinternational.com/market-intelligence



## launches over 24m

name	country	builder	type	loa-m	construction
Mogambo	Germany	Nobiskrug	MY	73.55	steel/aluminium
Diamonds Are Forever	Italy	Benetti	MY	61.00	steel/aluminium
Clan VIII	Italy	Perini Navi	SY	45.00	steel/aluminium
Hakuna Matata	Turkey	Peri Yachts	MY	37.75	composite
Katara III	Italy	Baia	MY	31.00	composite
Mrs Marietta Cube	South Africa	Southern Wind	SY	30.20	composite



# dbeere yachts

# LEAVING ALL OTHER BROKERS IN OUR WAKE

With a reputation for excellence and unrivalled service within the industry, let Dbeere Yachts secure you the ultimate sale.



#### 2005 EVOLUTION 110

Benita Blue is an eye catching, highly specified Evolution 110. Her stylish and contemporary interior offers luxurious accommodation for up to 12 guests in 4 well appointed staterooms. Not commissioned until 2007 she represents excellent value for money.

Engines: 2 x 1800hp MTU 16V 2000 M90 Lying: West Mediterranean

£4,250,000 Ex VAT



#### 2008 SUNSEEKER 37M YACHT

Tickled Pink is a beautiful tri-deck superyacht. She accommodates ten guests comfortably in five luxuriously appointed staterooms. Her high specification includes Trac Star Digital Fin Stabilizers and she has had a Bose upgrade throughout.

Engines: 2 x MTU 4000 Series 12V M70 Lying: South of France £7,750,000 Ex VAT Central Agent



#### 2010 SUNSEEKER PREDATOR 130

This highly specified Sunseeker Predator 130 is the only one of its kind currently available. 'LE VOLPI' represents a desirable and unique opportunity to acquire one of the most sought after Sunseeker models ever built. Offering luxurious accommodation for up to twelve guests in five impressive staterooms and coded to MCA LY2 (Short range), she is already a success in the charter market.

Engines: 2 x 3460HP MTU 12V 4000 M93L Lying: South of France Joint Central Agent



#### 2003 ALFAMARINE 43M TRI-DECK SUPERYACHT

Lady Feryal is a high performance, high specification superyacht, designed by Andrea Bacigalupois and is built to MCA compliance. In immaculate condition throughout, her extremely spacious and ornate interior boasts vast accommodation for sixteen guests in eight well appointed cabins.

Engines: 2 x 2775hp MTU 12V 4000 M90 Lying: Mallorca \$11,999,000 Ex VAT Central Agent

Dbeere Yachts Ltd, Sunseeker Wharf, West Quay Road, Poole, Dorset BH15 1HW Tel: + 44 (0)1202 674747 24 hr GSM: + 44 (0)7831 217033 / +44 (0)7554 447533 Email: info@dbeereyachts.com Visit: dbeereyachts.com

# MARKET INTELLIGENCE



# brokerage sales over 24m

name	builder	type	loa-m	country	year of build/refit
Capricorn	Fincantieri	MY	146	İtaly	1999
Fortunato	Feadship	MY	62.33	Netherlands	2000
Drizzle	Feadship	MY	55.50	Netherlands	2005
My Trust	Hakvoort	MY	45	Netherlands	2008
Stanley Z	Trinity Yachts	MY	43.30	United States	2003
Lady Trudy	CRN	MY	42.60	Italy	2011
Freedom	Picchiotti	SY	38.87	Italy	1986
Hayken	Heesen Yachts	MY	37.20	Netherlands	2005
My Max	Codecasa	MY	34.50	Italy	2000
Just Right	Broward Marine	MY	30.48	United States	1999
Dharma	Southern Wind	SY	29	South Africa	2005
Boo Too	Pendennis	SY	27.45	United Kingdom	2002
Blood Baron	Northern Marine	MY	27	United States	2013
Astro de l'Est	Nautor's Swan	SY	24.90	Finland	2000

## orders over 24m

country	builder	type	loa-m	designers	due
Netherlands	n/a	MY	60	n/a	2015
Turkey	n/a	MY	57	n/a	2013
New Zealand	Alloy Yachts	SY	56.40	Dubois/Reymond Langton	2013
Netherlands	Heesen Yachts	MÝ	50	VOA/Omega/AB Studios	2015
Netherlands	n/a	MY	40	n/a	2014
Taiwan	Horizon	MY	36.60	Horizon	2012
Netherlands	Claasen	SY	35	Hoek Design	2013
China	Marlow/Norsemen	MY	30.76	Marlow	2013

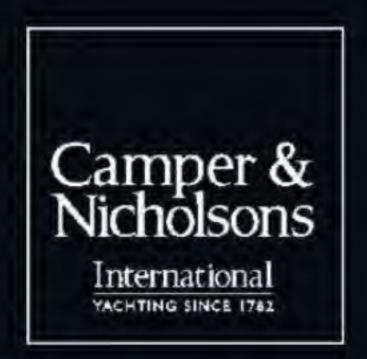
## name changes over 24m

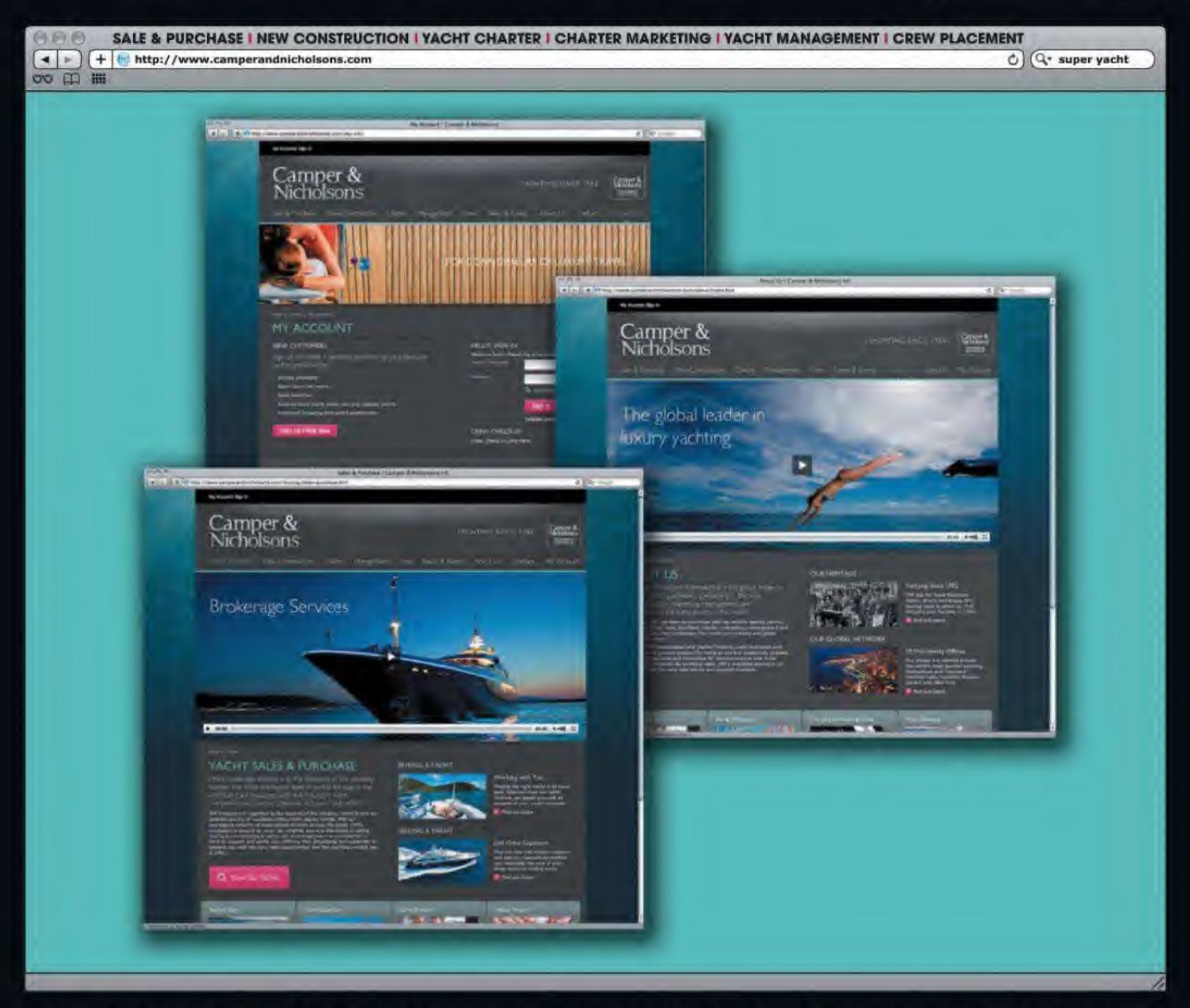
former name	builder	type	loa-m	year	new name
Silver Zwei	Hanseatic Marine	MY	73.30	2009	Dragonfly
Lady Anne PB	Amels	MY	68.50	2006	Lady S
Drizzle	Feadship	MY	55.50	2005	Issana
Sweet Pea	Feadship	MY	50.30	2000	Deja Vu
La Naturalle Dee	Proteksan-Turquoise	MY	49.85	1994	Double Trouble
My Trust	Hakvoort	MY	45	2008	My Trust Fund
Primadonna	IAG Yachts	MY	39.80	2010	No Bada Bees
DOA	Broward Marine	MY	36.92	1990	ADO
Lady Dorothy	Hatteras	MY	34.74	1995	Good Times
My Max	Codecasa	MY	34.50	2000	Mimu
Clifford	Sunseeker	MY	32.90	2005	La Gioconda
Demolition	Sunseeker	MY	32.90	2007	Strait to Voicemail
Dream Tim	Overmarine	MY	32	1998	Perla di Mare II
Valeria	Riva	MY	26.02	2004	Volero
Familia	Cortenzo	MY	26	2008	Mia
Jariyah	McMullen & Wing	MY	25	2005	Elliele

EB: www.boatinternational.com/marketintel



# Your new window into the world of superyachts





Welcome to the new Camper & Nicholsons International website, packed with features designed to satisfy all your yachting needs at the click of a button. The new site has a unique range of user-friendly features, enabling searches to be saved, yachts to be compared and favourite finds to be catalogued. www.camperandnicholsons.com also hosts other helpful options, including the ability to share yachts with friends, registration to receive regular and up-to-date information, access to an extensive list of insider tips on charter destinations, and much more.

# www.camperandnicholsons.com

# www.camperanan

WORLDWIDE OFFICES: MONACO | ANTIBES | GENEVA | LONDON | MIAMI | FORT LAUDERDALE | PALM BEACH | NEW YORK | NEWPORT | PALMA DE MALLORCA

\*Not for sale or charter to US residents while in US waters - C&N marks are registered trademarks used under licence by CNI. Photos: All rights reserved



# icholsons.com

SALE & PURCHASE | NEW CONSTRUCTION | YACHT CHARTER | CHARTER MARKETING | YACHT MANAGEMENT | CREW PLACEMENT

Camper & Nicholsons
International



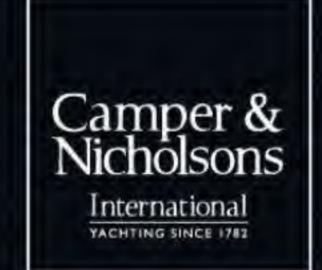
# www.camperanan

WORLDWIDE OFFICES: MONACO | ANTIBES | GENEVA | LONDON | MIAMI | FORT LAUDERDALE | PALM BEACH | NEW YORK | NEWPORT | PALMA DE MALLORCA



# icholsons.com

SALE & PURCHASE | NEW CONSTRUCTION | YACHT CHARTER | CHARTER MARKETING | YACHT MANAGEMENT | CREW PLACEMENT





LIBRA STAR 43.6m/145', Beneffi, 2008, Price on Application ALEX LEES-BUCKLEY = +377 97 97 77 00 = aleesbuckley@camperandnicholsons.com GASTON LEES-BUCKLEY = +33 (0)4 92 912 912 - gleesbuckley@camperandnicholsons.com

BEYERLEY 36.6m/120', Benefit Classic, 2008, Asking price: €9,850,000 - Available for Charter ALEX LEES-BUCKLEY & +377 97 97 77 00 = aleesbuckley@camperandnicholsons.com GASTON LEES-BUCKLEY & +33 (0)4 92 912 912 or gleesbuckley@camperandnicholsons.com



JIVA 33.9m/111'3, Sunseeker, 2008, Asking price: €6,950,000 JORDAN WAUGH & +377 97 97 77 00 x jwaugh@camperandnicholsons.com



MACA 28.3m/92 1, Benetti Sali Division, 2008, Asking price: €3,950,000 STEEN CHRISTENSEN ☎ +34 971 40 33 11 🗷 schristensen@camperandnicholsons.com MICHAEL PAYNE # +377 97 97 77 00 mpayne@camperandnicholsons.com





# www.camperanan

WORLDWIDE OFFICES: MONACO | ANTIBES | GENEVA | LONDON | MIAMI | FORT LAUDERDALE | PALM BEACH | NEW YORK | NEWPORT | PALMA DE MALLORCA

\*Not for sale or charter to US residents while in US waters + C&N marks are registered trademarks used under licence by CNI. Photos: All rights reserved

ABUILA 27.6m/90'6, Sanlorenzo, 2008/2009, Asking price: €4,900,000 MICHAEL PAYNE ☎ +377 97 97 77 00 1 mpayne@camperandnicholsons.com



IVIVI 28m /90", Pershing, 2008, Asking price: €4,400,000. MICHAEL PAYNE = +377 97 97 77 00 = mpayne@camperandnicholsons.com



SEVEN 26.3m/86'3, Cerri, 2006, Asking price: €1,995,000 VAT Paid JORDAN WAUGH ☎ +377 97 97 77 00 🗷 jwaugh@camperandnicholsons.com 



ATLANTIC LADY 25.5m/83'7, Geta Corp., 1990, Asking price: E795,000 JONATHAN SYRETT = +34 971 40 33 11 - jsyrett@camperandnicholsons.com



IETTY 21.11 22.6m/74', Aquastar Guernsey C.I., 2002, Asking price: Eggs, and RICHARD HIGGINS 2 +44 (0)20 7009 1950 in rhiggins@camperandnicholsons.com



TOYZ4BOYS 21.6/72', Pershing, 2009, Asking price: €2,400,000 RYTIS BABRAVICIUS # +377 97 97 77 00 To rbabravicius@camperandnicholsons.com



# icholsons.com

SALE & PURCHASE | NEW CONSTRUCTION | YACHT CHARTER | CHARTER MARKETING | YACHT MANAGEMENT | CREW PLACEMENT









CRYSTAL, Dixon 120, 2011 Asking: Euro 14,950,000 12 Guests Lying: Europe

Central Agents for sale



KILUANJE, Leopard 27, 2005 Asking: Euro 2,000,000 6 Guests Lying: South of France

Central Agents for Sale



NASTYA, Maiora 31, 2008 Asking: Euro 4,500,000 12 Guests Lying: West Mediterranean

7 Guests Lying: West Mediterranean

Central Agents for sale



Founded by Burgess in 2005, OceanStyle is the world's leading expert



# in top of the range 20 - 45m semi-custom and performance luxury yachts

# OCEANSTYLE

Central Agents for Sale and Charter

OceanStyle look forward to seeing you at the London International Boat Show, 6-15 January 2012

OSYACHTING.COM

10 Guests Lying: West Mediterranean

LONDON +44 20 7766 4299 london@osyachting.com

Central Agents for Sale

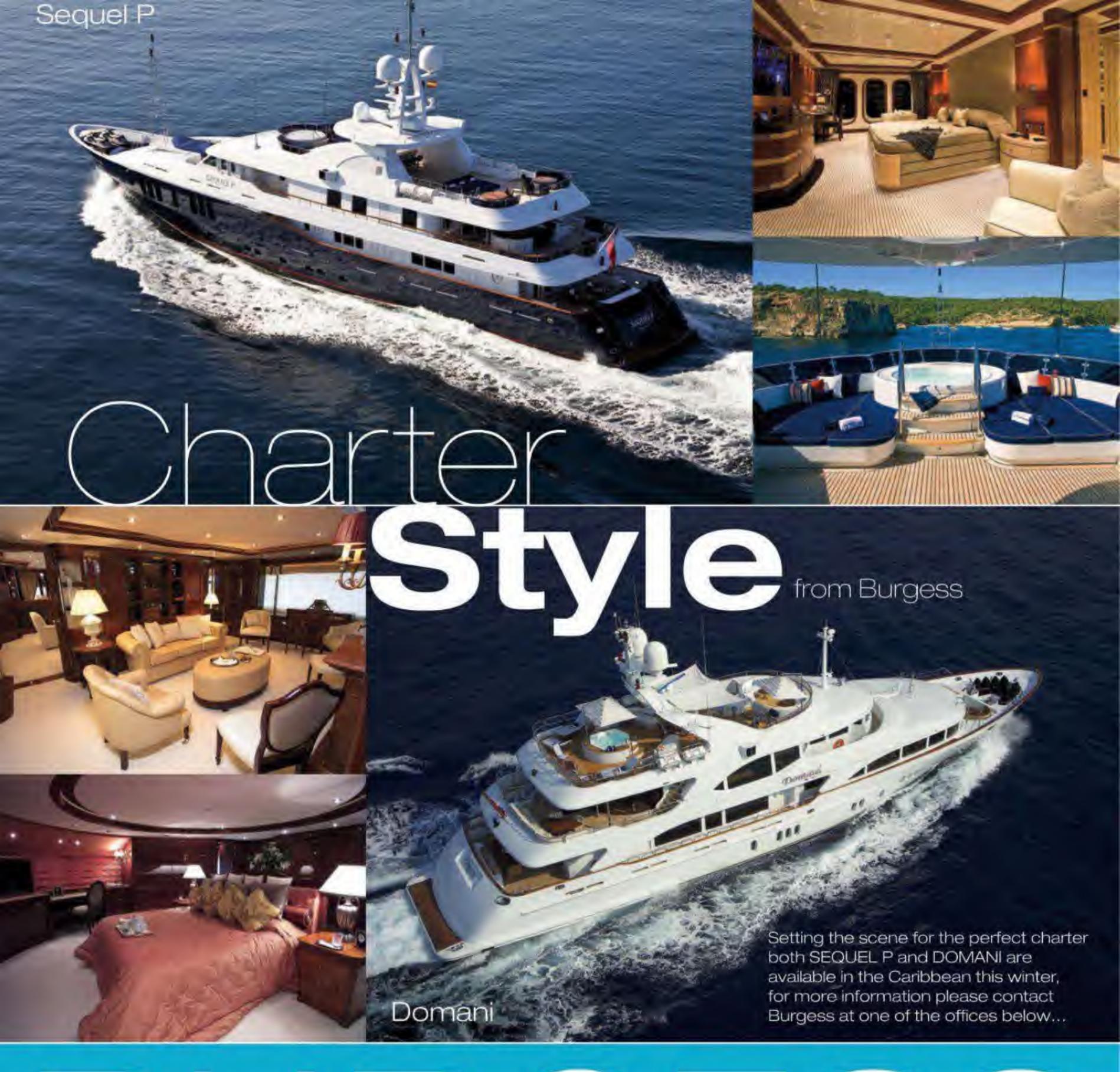
MONACO +377 97 97 83 10 monaco@osyachting.com

MIAMI +1 305 672 9400 miami@asyachting.com

ATHENS +30 6932 408 285 athens@asyachting.com

PALMA +34 672 070 005 palma@osyachting.com

mumbai@asyachting.com



# BURGESS

London t +44 20 7786 4900 Monaco

New York L+1 212 223 0410 Miami 1 -1 305 572 0150

Santa Monica 1: -1 210 392 7696

Palma 1 -34 672 179 008

Athens + +30 6932 403 285

Mumbal 1 +91 2268 391900 Seattle 1 +1 206 285 4561 Moscow 1 +7 495 220 2402



For the best charter experience Ask BURGESS





London Monaco New York Miami Santa Monica Palma Athens Mumbai Seattle Moscow

tel: +44 20 7766 4300 tel: +377 97 97 81 21 tel +1 212 223 0410 tel: +1 305 672 0150 tel. -1 310 392 7696 tel: +34 672 179 008 tel: +30 6932 408 285 tel: +91 2266 391900 tel +1 206 285 4561 tel: +7 495 220 2402

# Big D

With a substantial price reduction of US\$ 2 million, this high volume, well-maintained world cruiser represents exceptional value and is keenly offered for sale.

Length overall 45m (147 8ft) • Built by Hitachi Zosen, Japan in 1986 (refits 2007/08) • Design by Jack Hargrave/ Pierre Tanter, Studio Larvor • Accommodation for 12 guests

Asking Price

US\$7,900,000

Central Agents for Sale and Charter



# **Blind Date**

An excellent opportunity to acquire an immaculately maintained 41m yacht, boasting the world-renowned Lurssen pedigree, spacious interiors and elegant, modern styling.

Length overall 41m (134.5ft) • Built by Lunsen Yachts, Germany in 1995 (refits 2004/05) • Design by Lurssen/Patrick Knowles • Accommodation for 8 guests

Asking Price

US\$9,500,000

Joint Central Agents for Sale and Central Agents for Charter

Not for sale or charter to US residente White in US waters.



For the best brokerage service & insight Ask BURGESS

# Numptia

Conceived and built to exacting specifications for an experienced owner, NUMPTIA is an impressive home on the water arranged over five magnificent decks, including a declicated spa deck. NUMPTIA's inspired design creates a truly unique environment of timeless contemporary elegance.

Length overall 70m (229.7ft) • Built by Rossi Navi, Italy In 2011 • Design by Axis Group Yacht Design/Design Studio Spackulini, Salvagni Architetti • Accommodation for 12 guests

### Price on Application

Central Agents for Sale and Charter



## Scheherazade

A high performance world cruiser from Bruce King and Andrew Winch Lloyds classed and MCA compliant

Length overall 47.2m (155ff) • Bullif by Hoogdon Yachts, USA in 2003 • Design by Bruce King Designs/Andrew Winch Designs • Accommodation for 6/7 guests

Asking Price US\$19,950,000

Central Agents for Sale and Charter

Not for sale or charter to US residents whilst. in US waters



London tel: +44 20 7766 4300 Monaco tel. +377 97 97 81 21 New York tel: +1 212 223 0410 Miami tel. +1 305 672 0150 Santa Monica tel: +1 310 392 7696 Palma tel: +34 672 179 008 Athens tel: +30 6932 408 285 Mumbai tel: +91 2266 391900 Seattle tel: +1 206 285 4561 Moscow tel: +7 926 519 2078

# Columbus 200 Classic

A stylish new proposition representing excellent value, which is scheduled for delivery in 2013 and with every opportunity for the first Owner to customise entirely to their own wishes.

Langth overall 60m (196.9ff) • Built by Palumbo Shipyard, Italy, for delivery 2018 • Design by Hydrotec • Accommodation for up to 14 guests

Asking Price €32,000,000

Central Agents for Sale



## Perseus

PERSEUS beasts a light and elegant interior with an excellent combination of indoor and outdoor dining and lounge areas. She also has a full bearn master stateroom that converts to 2 double staterooms when required.

Length overall 49.8m (163.4ft) • Built by Perini Navi Spa, Italy in 2001 • Design by Perini Navi Spa • Accommodation for up to 10 guests

Asking Price €14,900,000

Jaint Cermal Agents for Sale



For the best brokerage service & insight Ask BURGESS

# Platinum

Now reduced in price, the strking 50m PLATINUM is a proven world cruiser with rich interior styling, generous and varied deck spaces, and a flexible accommodation layout for up to 14 guests.

Length overall 49.9m (164ft) • Built by Benetti, Italy in 2009 • Design by Benetti/ Stefano Natucci • Accommodation for 10/14 guests

Asking Price €23,500,000

Central Agents for Sale and Charter



# Kingfisher

Very well maintained and relitted to the highest standards, KINGFISHER combines Feadship quality with elegance and charm. This is an excellent opportunity to purchase a classic pedigree yacht.

Length overall 43.3m (142ft) • Built by Feadship, C Van Lent & Zonen, The Netherlands in 1987 (refit 2008) • Design by H.W. de Voogt/Susan Smith • Accommodation for up to 12 guests

Asking Price US\$12,900,000

Joint Clentral Agents for Sale



London tel: +44 20 7766 4300 Monaco tel: +377 97 97 81 21 New York tel +1.212.223.0410 Miami tel: +1 305 672 0150 Santa Monica tel: +1 310 392 7696 Palma tel: +34 672 179 008 Athens tel: +30 6932 408 285 Mumbai tel: +91 2266 391900 Seattle tel: +1 206 285 4561 Moscow tel: +7 926 519 2078

# SYCARAV

Exceptionally striking wide beam design built in Germany
Three spectacular decks areas including foredeck lounge
34 metre main saloon, owner's private deck with terrace
Double aspect sun deck with glass enclosed spa/gym
Library / television lounge converts to additional VIP
Beach club and additional guest suite
Nobiskrug, 2010, 68m / 224ft 12 guests, €75m
Jamie Edmiston: +44 20 7495 5151, JSE@edmiston.com



LONDON: +44 20 7495 5151 MONTE CARLO: +377 93 30 54 44 NEW YORK: +1 212 792 5370 ANTIBES +33 493 34 68 98 MEXICO CITY +52 55 5280 9574 MOSCOW +7 495 772 77 54 +7 812 702 4770 ST PETERSBURG PALM BEACH +1 561 578 8888 SAO PAULO +55 11 5092 5265

www.edmiston.com

SALE & PURCHASE NEW CONSTRUCTION CHARTER MANAGEMENT







LONDON: +44 20 7495 5151 MONTE CARLO: +377 93 30 54 44 NEW YORK: +1 212 792 5370 ANTIBES: +33 493 34 68 98 MEXICO CITY +52 55 5280 9574 MOSCOW +7 495 772 77 54 ST PETERSBURG +7 812 702 4770 PALM BEACH +1 561 578 8888 SAO PAULO +55 11 5092 5265





# MERLE WOOD & ASSOCIATES

SPECIALISTS IN THE SALE, PURCHASE, CHARTER & CONSTRUCTION OF THE WORLD'S FINEST YACHTS



296'/90M Corsair 2008 NERO\*



281'/86M Derecktor 2010 CAKEWALK



213'/65M Codecasa 2010 LADY LAU\*



200'/61M Feadship 2006 APRIL FOOL\*

SUPERYACHT DIVISION | MERLE A. WOOD, III | PETER CROKE | THOM CONBOY | FRANCOIS VAN WELL | STEVE KIDD | BOB MCKEAGE
CUSTOM YACHT DIVISION | JOHN COHEN | CROMWELL LITTLEJOHN | BASSAM CHAHINE | KURT BOSSHARDT | DIRK JOHNSON | RICK AURIT | DMITRY LUKIN



171'/52M Amels 2010 BEL ABRI\*







<sup>\*</sup> Not for sale or charter to US residents while in US waters.

# www.MERLEWOOD.com



160'/49M Christensen 2009 VF-15\*



157'/48M Christensen 2006 THIRTEEN



153'/47M Feadship 2001/10 SEA RACER



151'/46M Delta 2009 KATYA



223'/68M Nobiskrug 2010 SYCARA V\*



220'/67M Shadow Marine 2007 ALLURE SHADOW



205'/63M Icon 2010 ICON\*





177'/54M Baglietto 2009 BURKUT\*



167'/51M Mondomarine 2013 HULL#4\*



167'/57M CBI Navi 2005 ALIBI\*



163'/50M Nereids Yachts 2005 AZTECA II\*



161'/49M Trinity 2007/10 GLAZE



157'/48M Christensen 2007 LADY JOY\*



157'/48M Christensen 2007 SCOTT FREE



154'/47M Perini Navi 1990/06 ANDROMEDA LA DEA\*

<sup>\*</sup> Not for sale or charter to US residents while in US waters.

# www.MERLEWOOD.com



152'/46M Perini Navi 1991/07 ANTARA\*



150'/46M Palmer Johnson 2007 O'KHALILA"



145'/44M Benetti 2009 LADY SHEILA"



145'/44M Heesen 1990/09 AT LAST



134'/41M Mondomarine 2013 HULL #8\*



132'/40M Northcoast 1995/08 LIFE'S FINEST



132'/40M Trident Shipworks 1999 CRILI



131'/40M A&R 1987 SILVER SHALIS



130'/40M Westport 2005 MY COLORS



125'/38M Broward 1989/03 SHOWTIME



124'/38M Broward 2007 HERITAGE III



122'/37M CRN 1978/08 LADY EVA\*



121'/37M Heesen 2005 HEESEN 37M HULL #4"



121'/37M Crescent 2003/10 OLGA\*



118'/36M Intermarine 2000 SAVANNAH



116'/35M Feadship 1970/08 UTOPIA II



112'/34M Leopard Express 2008 LA IGUANA"



110'/34M Christensen 1992 R RENDEZVOUS





105'/32M Mangusta 2000/11 HAMSA\*



102'/31M Oceanfast 1989/11 GAZELLE

# www.MERLEWOOD.com



102'/31M Broward 1984/05 LIQUIDITY



101'/31M Leopard 2008 PAN DEI 1"



96'/29M N.E. Boat Works 2003 VAKOMAANO



92'/29M Intermarine 2001 KRISHELLE



92'/28M Palmer Johnson 1985/11 PEGASUS III



90'/27M Pershing 2008 FRAILECH\*



88'/27M Pershing 2003 JK\*



88'/27M Rayburn Custom 2004 LADY VICTORIA



86'/26M Hatteras Sportfish 2002 SPHEREFISH



80'/24M Donzi Sportfish 2010 R-80



80'/24M Hatteras 2004 OCEAN VIEW



80'/24M DeVries Lentsch 1930/02 LELANTA\*



75'/23M Sunseeker 2005 CHAIRMAN



for Sale

72'/22M Pershing 2008 DOLCE VITA



72'/22M Sunseeker 2006 HIDE OUT\*



70'/21M Hatteras Sportfish 2003 USELESS\*



65'/20M Marquis 2007 GOOD TIMING





for Sale 52'/16M Hatteras S/F 1992 BAER NECESSITY

<sup>\*</sup> Not for sale or charter to US residents while in US waters.

Fort Lauderdale San Diego Palma Newport Boston Hong Kong Singapore

Brokerage

Charter

Management

New Construction

Crew Placement

northropandjohnson.com



FELICITA WEST 210' (64m) □ Perini Navi □ 2003/2011 ■ €25,000,000 □ Kevin Merrigan □ Fort Lauderdale □ +1 954 522 3344 □ kevin.merrigan@northropandjohnson.com



JL SFAGULL 145' (44m) :: Benetti :: 2002 :: €12,995,000 :: Wes Sanford :: Fort Lauderdale :: +1 954 522 3344 :: wes.sanford@northropandjohnson.com

# The authority on yachting since 1949





DHANA 154' (47m) :: Admiral Marine :: 1998/2011 :: \$10,900,000

Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com

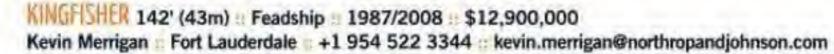


NEWVIDA 160' (49m) :: Delta :: 2001/2009 :: \$18,500,000 Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com



JOYME 164' (49.9m) = Philip Zepter Yachts :: 2011 :: €27,000,000 Steve Doyle :: Boston :: +1 978 921 6600 :: steve.doyle@northropandjohnson.com







SOVEREIGN 130' (40m) Westport 2011 \$13,450,000

Kevin Merrigan Fort Lauderdale +1 954 522 3344 kevin.merrigan@northropandjohnson.com

Fort Lauderdale San Diego Palma Newport Boston Hong Kong Singapore

Brokerage

Charter

Management

New Construction

Crew Placement

northropandjohnson.com







TRILIMPHANT LADY 155' (47m) :: Sterling :: 1985/2009 :: \$12,900,000

John Weller :: Fort Lauderdale :: +1 561 379 5431 :: john.weller@northropandjohnson.com



PARLAY 126' (38m) © Ortona Navi Ketch © 1991 © \$5,900,000

Michael Nethersole © Fort Lauderdale © +1 954 522 3344 © michael.nethersole@northropandjohnson.com



HIGHLANDER SEA 122' (37.1m) :: J.F. James & Son :: 1924 :: \$2,000,000

TBD Patrick Danaher :: Boston :: +1 978 921 6600 :: patrick.danaher@northropandjohnson.com



KAPALUA 115' (35m) :: Crescent :: 1996/2010 :: \$3,950,000 Gregg Child :: Fort Lauderdale :: + 1 954 522 3344 :: gregg.child@northropandjohnson.com



GEORGIA 112' (34m) :: Westport :: 2011 :: \$8,995,000 Wes Sanford :: Fort Lauderdale :: +1 954 522 3344 :: wes.sanford@northropandjohnson.com



EVELYN 102' (31.1m) :: Maiora = 2001 :: \$2,895,000 Steve Doyle :: Boston :: +1 978 921 6600 :: steve.doyle@northropandjohnson.com

AQUARIUS W 100' (31m) :: Ge-Ta Tasarim A.S. :: 1991/1992 :: €1,950,000 Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com

# The authority on yachting since 1949





UNFORGETTABLE 100' (30m) :: Inace :: 1997/1999 :: \$4,750,000

Gregg Child :: Fort Lauderdale :: +1 954 522 3344 :: gregg.child@northropandjohnson.com

AZZURA 96' (29m) :: Peterson/Jongert :: 1998 :: €3,895,000
Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: ann.avery@northropandjohnson.com



ANDREA V 82' (25m) :: Horizon :: 2007 :: \$3,250,000 George Georges :: Boston :: +1 978 921 6600 :: george.georges@northropandjohnson.com

AGLAIA 77' (23m) :: Humphreys/Hamble :: 2002/2010 :: €1,250,000

Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: ann.avery@northropandjohnson.com



R & R 70' (21.3m) • Queenship • 2002 • \$1,095,000 George Georges • Boston • +1 978 921 6600 • george.georges@northropandjohnson.com

SAVVY 64' (20m) :: Claasen Jachtbouw :: 1995 = \$1,395,000 Michael Nethersole :: Fort Lauderdale :: +1 954 522 3344 :: michael.nethersole@northropandjohnson.com





MAKIN WAY 64' (19.5m) © Ocean Alexander © 2002 © \$1,199,000 Steve Doyle © Boston © +1 978 921 6600 © steve.doyle@northropandjohnson.com

STEPPING STONE 61' (19m) :: Viking :: 2005 :: \$885,000
George Georges :: Boston :: +1 978 921 6600 :: george.georges@northropandjohnson.com



## LORETTA ANNE IV 40m (131') | Alloy Yachts | 2009 | 21,900,000 USD

Highest quality and timeless elegance from the team of Alloy, Dubois and Starkey, combining a proven hull design with state of the art equipment and at-rest stabilization. Full beam on-deck master with his/her baths and office, 3 guest suites, a gym and tender garage. Huge sundeck with jacuzzi and a shaded dining area. An exceptional vessel in all respects and now offered to make room for a new delivery. Mint condition, Lloyds and MCA classed, turn key and seriously for sale, Transoceanic range.

Jody O'Brien | Ft. Lauderdale +1 954 646 4970 | jody obrien@fraseryachts.com





# Sales | Charter | Management | Construction | Crew

Monaco Ft-Lauderdale San Diego London Viareggio Palma Seattle Mexico City Casa De Campo Cyprus

fraseryachts.com

The Superyacht Experts



FRASER YACHTS



PAPRIKA | 30m (101') | Azimut | 2008 | POA

Fantastic opportunity. Ready to go. Lots of extras. Owner has a new bigger boat

Giulio Riggio | Palma +34 971 700 445 | giulio riggio@fraseryachts.com



PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | 17,900,000 USD

Designed with elegance and comfort, Princess Sarah is in pristine condition. Features 6 Staterooms with on deck master.

Scott French | Fort Lauderdale + 1 954 463 0600 | scott french@fraseryachts.com



GEO Spirit of Expedition | 55m (180') | Mariotti | 2015 | 33,000,000 EUR
Designed by famous Luca Dini, developed by world renowned Mariotti Shipyard and Fraser
Yachts. Exceptional 950GT for 55m, 6 cabins, master on upper deck, 5 cabins on main deck.
David Legrand | Monaco +377 93 100 450 | david legrand@fraseryachts.com



EMERALD FJORDS | 25m (82') | Northrop Pac Mar | 1998/2001 | 2,250,000 USD An extremely heavy expedition yacht built to travel the oceans in comfort and safety.

Tom Allen | Seattle + 1 206 382 9494 | tom allen@fraseryachts.com



LAUREL | 73m (240') | Delta Marine | 2006

Superbly executed by Delta Marine with interior design by Don Starkey. Seven staterooms in owners party. Steel hull and composite superstructure. She is exquisite in her detail, finish and condition. LAUREL is certainly the highest

pedigree yacht of her size on the market. Please call for viewing appointment.

Striart Larsen | Fr. Lauderdale + 1 954 463 0600 | stuart larsen@fraseryachts.com

Josh Gulbranson | Fr. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com





COLUMBUS 177 "PRIMA" | 54m (177') | Columbus | 2011 | 24,500,000 EUR
Recently launched 800+ ton displacement yacht with six staterooms and
massive deck areas. Excellent quality, construction and engineering, and tenders in
a garage. Balcony off owner's stateroom, zero speed stabilizers, LYZ compliant

and excellent cruising speed and range. Helicopter landing, big garage and exceptional volume.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart larsen@fraseryachts.com



SHADOW | 31m (101') | Comar Yachts | 2011 | 8,900,000 EUR

This race pedigree, full carbon, 4 cabins, lifting keel performance cruiser is brand new Julian Calder | London + 44 7918 650 089 | julian calder@fraseryachts.com Nabil El Jammal | London + 44 7501 485 328 | Nabil El Jammal@fraseryachts.com



VULCAN 46 | 46m (151') | Vicem Yachts | 2012 | 27,000,000 USD

Semi displacement advanced composite fast Motor Yacht, cruising at 22+ knots. Built to RINA Class and MCA LYZ. Modern styling with large open spaces. Antoine Larricq | Monaco +33 678 63 61 72 | antoine larricq@fraseryachts.com



OCEAN VOYAGER 123' | 37m (123') | Ocean Voyager | 2012 | 4,250,000 USD Long range. Big tenders up to 30' each with a crane of 6,000 lbs capacity. Four or five guest cabin layout. Very low maintenance and minimum crew needed.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



LADY LOLA | 62m (205') | Oceanco | 2002/2005 | 36,800,000 EUR 63m Oceanco with successful charter records. Lloyds, Class & MCA. A must see.

Antoine Althaus | Monaco + 377 93 100 450 | antoine althaus@fraseryachts.com

Sales | Charter | Management | Construction | Crew

 Monaco
 + 377 93 100 450

 Ft. Lauderdale
 + 1 954 463 0600

 San Diego
 + 1 619 225 0588

 London
 + 44 207 016 4480

 Viareggio
 + 39 0584 385090

 Palma
 + 34 971 700445

 Seattle
 + 1 206 382 9494

Mexico City + 52 55 5004 0408 Casa De Campo + 1 809 523 2208 Cyprus + 357 25 828911



ROSSI NAVI | 55m (180') | Rossi Navi | 2014 | 39,000,000 EUR

Motor yacht with large volumes, and contemporary exterior design, "evergreen" and not influenced by temporary trends: therefore not destined to grow old.

Ciro Pettruci | Viareggio +39 335 18 22 971 | ciro petrucci@fraseryachts.com



AVAGLIANI | 30m (99') | Benetti | 2009 | 6,300,000 EUR New CA, like new, best opportunity for a Benetti Tradition on the Market, Zero

speed, few engine hours, ready to go.
Oscar Romano | Viareggio + 39 334 688 4998 | oscar romano@fraseryachts.com



QUIVIRA | 35m (116') | Benetti | 1979/2008 | 3,995,000 USD Exudes old world charm, elegant mahogany interior, a rare find on today's market.

James Nason | San Diego + 1 619 225 0588 | james.nason@fraseryachts.com



AURORA DIGNITATIS | 27m (88') | Ferretti | 2008 | 5,800,000 USD Raised Pilot House Version. Commercially Charter Registered. Flybridge with Jacuzzi/Gym area. Has all the toys and amenities. Worldwide Power Converter. Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com



CHARLY COPPERS | 40m (130') | Overmarine | 2004 | 6,500,000 EUR A fine example of the MANGUSTA 130. Inspection recommended.

Richard Earp | Monaco +377 93 100 450 | richard.earp@traseryachts.com



PARAFFIN 60m (197') | Feadship | 2001/2010 | POA

Equipped with zero speed stabs, a well thought out gym, huge deck space and an armada of water toys, she provides comfort and endless entertainment.

Dennis Frederiksen | Monaco +377 93 100 450 | dennis frederiksen@fraseryachts.com



REGINA | 56m (184') | Med Yachts | 2011 | 11,000,000 EUR

MCA compliant, accomodation for 12 guests in 6 beautifully appointed cabins.

James Munn | Monaco +377 93 100 450 | james munn@fraseryachts.com

David Legrand | Monaco +377 93 100 450 | david legrand@fraseryachts.com





FAR NIENTE | 26m (86') | Moonen | 2006 | 4,100,000 EUR

Beautifully maintained 4 stateroom yacht, Lloyds/MCA compliant CAT power with modern interior.

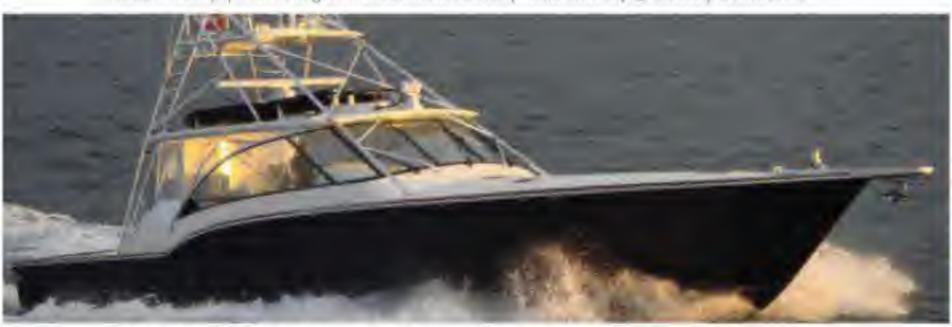
Jeff Partin | Fort Lauderdale + 1 954 463 0600 | jeff.partin@fraseryachts.com



CRESCENT 144 | 44m (144') | Crescent Custom Yachts | 2012 | POA

A unique opportunity to acquire an innovative build that is 70% complete at a substantial discount.

Neal Esterly | San Diego +1 619 225 0588 | neal esterly@fraseryachts.com



BLACK PEARL | 18m (58') | Donzi | 2006 | POA

A unique opportunity for the serious angler! A 58' express sportfish with new paint and in pristine condition.

Scott French | Ft. Lauderdale + 1 954 463 0600 | scott.french@fraseryachts.com



MARIA II OF LONDON | 30m (101') | Ferretti | 2007 | 4,500,000 EUR

Hull #18, warm classic "yacht club" atmosphere, exceptional decks areas. Great charter capacity MCA compliant.

David Legrand | Monaco +377 93 100 450 | david legrand@fraseryachts.com



ONCE AROUND | 29m (95') | Sunseeker | 2003 | 3,150,000 USD

Very well maintained by original owner Excellent condition throughout. Twin engine and conventional drives.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | Josh gulbranson/a fraseryachts.com



### BELLISSIMA | 39m (127') | Baglietto | 2004 | POA

Fast motor yacht, 26 knot cruise, 5 cabin accommodations, great entertaining / upper sundeck, Currently entertaining offers and or larger trades.

Michael Seher | San Diego + 1 619 225 0588 | michael selter@fraseryachts.com



### TUSCAN SUN | 44m (147') | Izar | 2006 | 22,500,000 USD

Stunning, stylish, great volume, comfortable, designed by Reymond Langton and Luis de Basto. MCA compliant. Perfect yacht for world cruiser or successful charter. Jan Jaap Minnema | Monaco +377 93 100 450 | janjaap,minnema@fraseryachts.com



### X | 47m (155') | Feadship | 1987/2009 | 9,500,000 USD

Exceptional Layout, Feadship Quality, Lloyd's Class, Exceptional Charter record under previous Owners, Good Volume and Great Range, Interior revamp 2009. Vassilis Fetilas | Monaco + 377 93 100 450 | vassilis.fotilas@fraseryachts.com

# Sales | Charter | Management | Construction | Crew

Monaco Ft. Lauderdale San Diego + 377 93 100 450 + 1 954 463 0600

Palma Seattle + 34 971 700445

+ 1 619 225 0588 + 44 207 016 4480 Mexico City

+ 1 206 382 9494 + 52 55 5004 0408

London Viareggio

+ 39 0584 385090

Casa De Campo

+ 1 809 523 2208

Cyprus

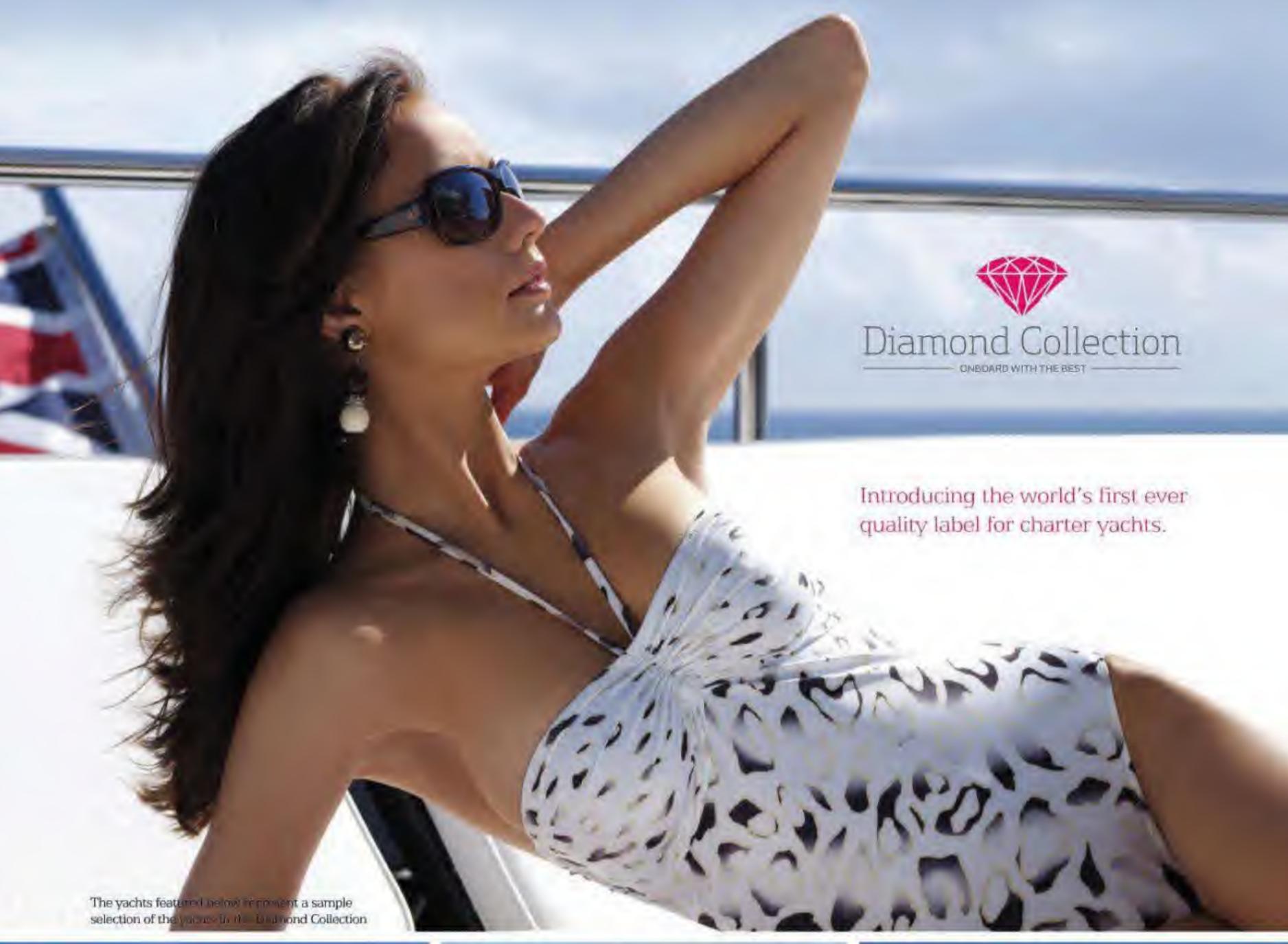
+ 357 25 828911

fraseryachts.com

The Superyacht Experts



FRASER YACHTS





HARMONY III | 43m (143') | 10 guests | €155,000 pw



FOUR WISHES | 43m (144') | 10 guests | \$170,000 pw



LATITUDE | 52m (170') | 12 guests | €231,000 pw

Introducing the world's first ever quality label for charter yachts.

An independently audited fleet of the finest superyachts and crew to ensure the ultimate onboard experience.

To find out more please visit our website, call your nearest office or email us at: charter@fraseryachts.com

fraseryachts.com The Superyacht Experts



# sales

# management

# charter



55,00 m - OCEANFAST - 1991 refit 2008 12 guests in 5 cabins - 13 crew - 2x MTU 3480hp

Asking price: USD 19 500 000

For further information, please contact: claude@csoyachts.com
Also available for charter





43,00 m - ITALYACHTS - 2010 8/9 guests in 4 cabins - 5 crew - 3x MTU 2400hp

Asking price: EUR 12 750 000

For further information, please contact: claude@csoyachts.com





28,00 m - KHA SHING ETS - 1993 10 guests in 5 cabins - 5 crew - 2x MAN 1100hp

Asking price: EUR 1 250 000
(MCA, Commercially reg.)
For further information, please contact:

claude@csoyachts.com Also available for charter



# YACHIS

sales

management /



24 m - ARNO - 2002 8 guests in 3 cabins - 2 crew - 2x MTU 1500hp

Asking price: EUR 1 090 000 (MCA, Commercially reg.)

For further information, please contact:

claude@csoyachts.com





21,30 m - HORIZON - 2008 6 guests in 3 cabins - 2 crew - 2x CAT 1000hp

Asking price: EUR 2 500 000

(Vat Paid)

For further information, please contact: claude@csoyachts.com





20,80 m - VZ YACHTS 8 guests in 4 cabins - 2 crew - 2x MAN 1360hp

Asking price: EUR 1 950 000 (MCA, commercially reg.) For further information, please contact:

claude@csoyachts.com Also available for charter



# IDEAL TIME TO BOOK YOUR SUMMER CHARTER!

sales / management / charter







Selection of yachts available for charter in East Medeterranean













45, la Croisette - Résidence du Grand Hôtel 06400 Cannes France - info@csoyachts.com tel. +33 (0)493 382 270 - fax. +33 (0)493 992 585

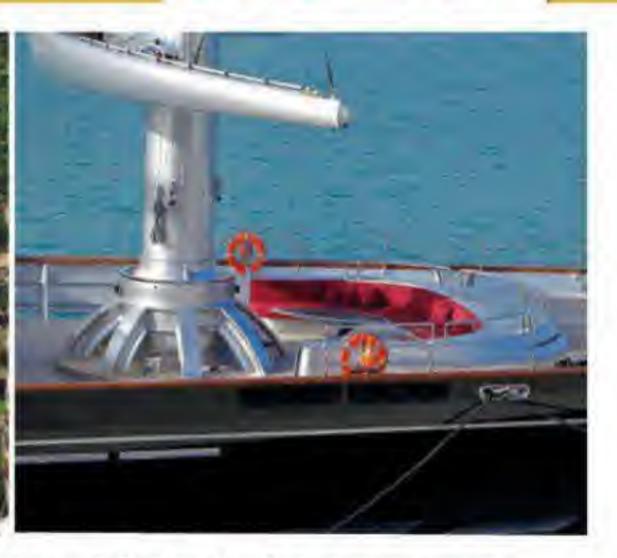
Claude Schmitt Organisation www.csoyachts.com

# GSO YACHIS

sales / management / charter







Selection of yachts available for charter in West Medeterranean

















# BROKERAGE · CHARTER · CREW · TRAINING · MANAGEMENT OUGHWAND OUGH





+33 493 34 34 13 www.bluewateryachting.com

One company...One complete service



CXL Ultraluxum | Tamsen Maritim 48m | 12 Months | Shipyard €33,500,000

Central Agent

Peter Bennett +33 609 96 01 02 | peter@bluewateryachting.com



Les | Mangusta 33m | 2007 | France € 6,500,000

Central Agent

Peter Bennett | +33 609 96 01 02 | peter@bluewateryachting.com



Little Jems | Leopard 26m | 2004 | France €1,950,000

Central Agent

Tom Barnes | +33 620 18 17 34 | tom@bluewateryachting.com



Adam | Azimut 20m | 2008 | France (26m berth available) €1,250,00

Central Agent

Tom Barnes | +33 620 18 17 34 | tom@bluewateryachting.com



Alexsophie | Azimut 23m | 2007 | France €1,900,000

Central Agent

Tom Barnes | +33 620 18 17 34 | tom@bluewateryachting.com



Callaloo | Mangusta 25m | 2003 | France (30m berth available) €975,000

Central Agent

Tom Barnes | +33 620 18 17 34 | tom@bluewateryachting.com



Santa Valentina | Horizon/Elegance 87 26m | 2009 | Italy €2,480,000

Central Agent

Tom Barnes | +33 620 18 17 34 | tom@bluewateryachting.com



Tuttinoi | Pershing 27m | 2001 | Italy €1,490,000 vat paid

Central Agent

Jimmy Broddesson +33 669 94 61 04 | jimmy@bluewateryachting.com



Domino 86 | Riva 26m | 2010 | 8 Guests | GRP | Monaco €5,000,000

Aquariva Super available

Peter Bennett +33 609 96 01 02 | peter@bluewateryachting.com

# OLEVACIE

# Levatel Westport





\$ 11.900.000 ex vat

Offers and part exange considered

Builder: WESTPORT

Build / Refit: 2003 / 2010-2011

LOA: 39,01 / 130"

Beam : 7,77 Draft : 2,00

Hull material: Fiberglass

Engines: 2 x 2735 HP - MTU/DDC 127 4000

Yacht equiped for use 220/110 volts

Maximum speed 28 Knt

Cruising speed 24 Knt

Cruising Range (with 10% reserve)

12 Knt 3450 NM

15 Knt 2150 NM

18 Knt 1450 NM

Cabins Guest: 5

Cabin Crew: 4

Tender & Toys

2 x Jetski Bombardier Sea Doo GTX 4-TEC

1 x Novurania semi-rigid Tender, 17 530 – 2003

1 x 115 HP Yamaha 4 stroke Outboard Motor

1 x Mini Propeller Sea/Doo's

HOT TUB 2 x 11 KW Heater refited

LOCATION: South of France

Rental mooring available

Contact: Homeport - Mandelieu - Bart van den Heuvel - +33 (0)6 14 34 81 25 - bart@homeport.fr





# PETER INSULL'S

YACHT MARKETING

Freedom to choose from a thoroughly comprehensive range of prestigious yachts.

Marketing . Yacht Charter

Construction Consultancy •

Management

Brokerage •

Crew Agency





# PETER INSULL'S

YACHT MARKETING

With a wealth of over 25 years experience, one of the most respected authorities on Sales and Charter.

# A window of opportunity...



# FORTUNATO

Offered for charter - Summer 2012







# PETER INSULL'S

YACHT MARKETING

62 metre

204 feet

Built by Feadship, this pedigree yacht will be available for charter in the Mediterranean following an extensive refit.

Accommodation for 12 guests

Successful charter yacht

Impressive volume

Owner's Central Agent

NOT OFFERED FOR CHARTER TO U.S. RESIDENTS WHILE IN U.S. WATERS

Antibes, France tel. +33 (0)4 93 34 22 42 email. charter@insull.com web. www.insull.com

Marketing • Yacht Charter

Construction Consultancy

Management

Brokerage

Crew Agency



MARI-CHA III 44.70m (146.6 ft) | Sensation Yachts | 1998 | West Indies | USD 12,950,000



STELLA 34.53m (113.3 ft) | Sunseeker Predator | 2011 | Genoa, Italy | EUR 13,000,000

SALES & PURCHASE CHARTER



BLUE SCORPION 53.00m (173.11 ft)
Baglietto | 2006 | Viareggio | EUR 23,500,000 VAT Paid



JANA 46.30m (151.11 ft) Feadship | 1986 | U.A.E. | USD 13,995,000



**BELLA BRI** 46.00m (151 ft)
Northern Marine | 2008 | West Palm Beach, FL | USD 21,500,000



ARIETE PRIMO 44.10m (144.8 ft)
Richard Dunston | 1967 / 2006 | Genoa, Italy | EUR 19,000,000



**DEEP BLUE II** 43.80m (143.7 ft) Oceanco | 1996 / 2008 | Miami | USD 15,900,000



SOPHIE BLUE 41.00m (134.6 ft)
CBI Navi | 1998 | Nice, France | EUR 6,900,000



NAMASTÉ 40.00m (130 ft) Westport | 2011 Model | Ft Lauderdale, FL | USD 19,895,000



MUSTANG SALLY 40.00m (130 ft)
Westport | 2009 | Ft. Lauderdale, FL | USD 18,450,000



AWESOME 39.60m (130 ft)
Mangusta | 2005 | Monaco | EUR 12,800,000



NORTHCOAST 125 38.30m (125.6 ft)
Northcoast Yachts | 2011 | Ft Lauderdale, FL | USD 15,499,000



ASPENALTERNATIVE 36.60m (120 ft)
Sovereign | 2002 | Ft. Lauderdale, FL | USD 5,500,000



FOREVER MY AGATA 33.00m (108 ft)
Mangusta | 2002 | West Med | EUR 7,500,000



ANTIBES 32.00m (105 ft)
Ustaoglu / Dubois | 2010 | Kusadasi, Turkey | EUR 4,450,000



CAROBELLE 30.00m (100 ft)

Azimut Jumbo | 2000 | Ft. Lauderdale, FL | USD 2,950,000



**ZAKOUSKA** 26.50m (86.9 ft) Warren Yachts | 2006 | Ft Lauderdale, FL | USD 4,495,000



EL NASSOL 23.96m (78.6ft) Arno | 2005 | Bahrain | EUR 2,000,000





# ISLANDER

Australian Yacht Builders, 1991 (2010) 58.5m (192ft)

ASKING: US\$ 16,000,000

CONTACT Matt Albert: +33 6 24 04 76 86 matt.albert@ypigroup.com

# TATIANA

Bilgin Yachts, 2011 45m (150ft)

ASKING: EUR 15,500,000

Gregory Gheraïa: +33 6 99 93 90 99 gregory.gheraia@ypigroup.com



# SENSO ONE

CMN/JMV Industries, 2003 42.7m (140ft)

ASKING: P.O.A.

CONTACT Bertrand Vogěle: +33 6 07 91 08 27 bertrand.voegele@ypigroup.com

# SALVE

Benetti, 1974 (2007/08) 29.8m (98ft)

ASKING: EUR 1,975,000

William Molloy: +33 6 22 07 23 90 william.molloy@ypigroup.com



# BILGIN CLASSIC

Bilgin Yachts, 2011 48.7m (160ft)

ASKING: EUR 9,150,000

# M

Bilgin Yachts, 2011 40m (132ft)

ASKING: EUR 9,500,000

CONTACT Gregory Gheraïa: +33 6 99 93 90 99 gregory.gheraia@ypigroup.com Gregory Gheraïa: +33 6 99 93 90 99 gregory.gheraia@ypigroup.com



Sharing Your Passion for Yachting



YPI Brokerage

brokerage@ypigroup.com Monaco +377 99 99 97 97

YPI Management

management@ypigroup.com Monaco +377 99 99 97 97

YPI Crew

crew@ypigroup.com France +33 492 904 610

YPI Charter

charter@ypigroup.com France +33 493 340 100

www.ypigroup.com

# GLAZE

Trinity, 2007 (2010) 49.1m (161ft)

ASKING: US\$ 25,900,000

CONTACT Bertrand Vogèle: +33 6 07 91 08 27 bertrand.voegele@ypigroup.com



# HAVANA

Vitters, 2000 (2006) 30.5m (100ft)

ASKING: EUR 5,200,000

CONTACT Matt Albert: +33 6 24 04 76 86 matt.albert@ypigroup.com



# MIRAGE

BAIA, 2010 31m (100ft)

ASKING: EUR 7,900,000

YACHTING PARTNERS INTERNATIONAL

# BROKERAGE SELECTION



SAN LORENZO 108' 2006 - 5 cabins MANGUSTA 105' 2 x 2.400 MTU - 640 engine hours - Perfect condition. Asking price: Euro 4.800.000,00 VAT Ex



- 2007: 2 x 2.400 MTU - very good condition - 2004: 2 x 2.285 MTU - very good condition



LEOPARD 32 2005 - 4 cabins - 3 x 2.000 MTU Kamewa Jet - 700 h approx - Immediate delivery. Asking price Euro 2.370.000,00 VAT EX



ADMIRAL 31 2002 - 2 x 2.350 MTU 4 cabins - Perfect condition. Asking price Euro 3.400.000,00 (negotiable)



LEOPARD 27 2007 - 3 cabins 2 x 2.180 MTU - engine hours 300 approx Very good condition - Also available a 2003.



FALCON 90' 2008 - 4 cabins - 2 x 2,000 MTU Stabilizing system Zero Speed - Very good condition. Euro 2.000,000,00 VAT EX

# AKHIR 108' CHARTER SEASON 2012

Good discounts for early bookings







2009 - 4/5 cabins - 4/5 crew - 28 knots - STABILIZING SYSTEM ZERO SPEED - Lying in North Tyrrhenian Sea Cruising Area: Mediterranean Sea

# NEW MARINA IN PISA "BOCCADARNO" - ITALY





Moorings up to 55 mt for sale - Very interesting Prices For info contact +39 347 87 99 773

# SALE & CHARTER LUXURY YACHTS



# GLORYACHT S.F.I.

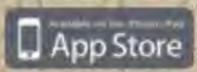
www.gloryacht.com

Via Giovanni March, 14/A - 57121 Livorno, Italy Phone: + 39 0586 884354 - Fax: +39 0586 883186 Mobile: +39 347 87 99 773 - info@gloryacht.com

Follow us on



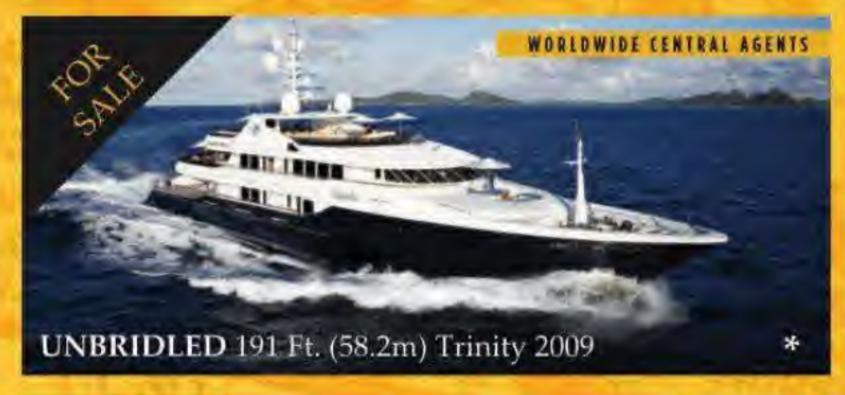












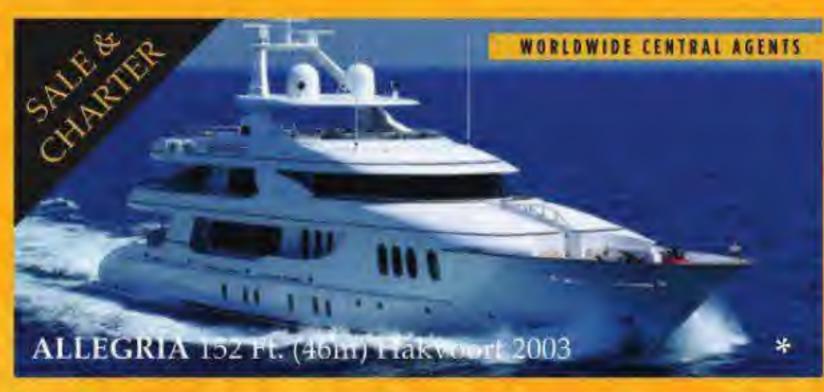








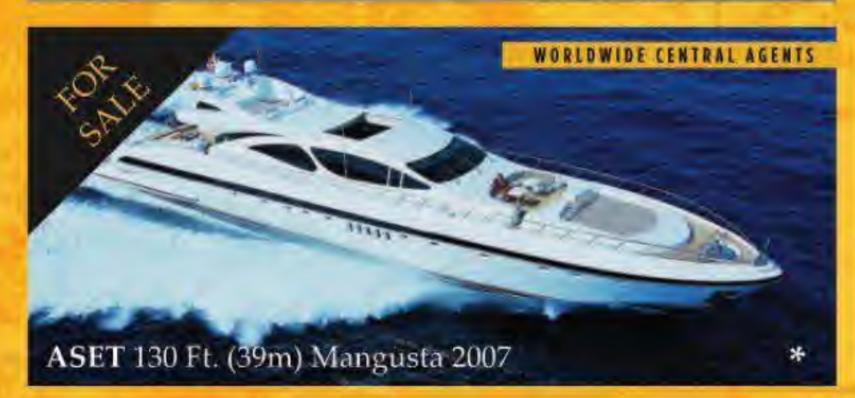
\* Not offered for sale or charter to U.S. residents while in U.S. waters







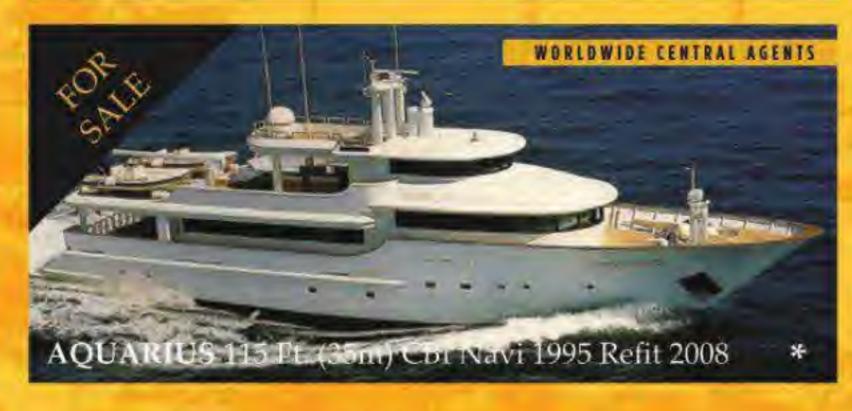














1300 SE 17th Street Suite 204, Ft. Lauderdale, FL 33316 T: +1 (954) 768-0707 • F: +1 (954) 768-0057 • E: sales@moranyachts.com



CARPE DIEM 191' (58M) Trinity 2011. 6 Staterooms

C.A. Frank Grzeszczak 954.494.7096 or C.A. Kevin Bonnie +33.616.39.1959



MI SUEÑO 190' (58M) Trinity 2010. 7 Staterooms
C.A. Mark Elliott 305.794.1167 or C.A. Kevin Bonnie +33.616.39.1959



FOUR ACES 183' (56M) Benetti 2005/2008. 6 Staterooms C.A. Mark Elliott 305.794.1167



HARBOUR ISLAND 180' (55M) Newcastle 2011. 6 Staterooms C.A. Mark Elliott 305.794.1167 or C.A. Kevin Bonnie +33.616.39.1959



ZOOM ZOOM 200M 161' (49M) Trinity 2005. 5 Staterooms C.A. Mark Elliott 305.794,1167



**THIRTEEN** 157' (48M) Christensen 2006/2008, 6 Staterooms J.C.A. Mark Elliott 305.794.1167



TUSCAN SUN 147' (46M) Izar 2006. 6 Staterooms

J.C.A. Frank Grzeszczak 954.494.7096 or J.C.A. Mark Elliott 305.794.1167



MIRAGE 132' (40M) Heesen 1992. 5 Staterooms C.A. John Ciullo 954.494.1075



GALILEE 106 (32M) Westship/Westport 1995. 5 Staterooms
C.A. Ron Morgenstein 954.309,9740 or C.A. Frank Grzeszczak 954.494.7096



DISCOVERY 100' (30M) Romsdal 1962/2000. 3 Staterooms C.A. Ron Morgenstein 954.309.9740





YACHT

SALES CHARTER MANAGEMENT CONSTRUCTION

New Central Listing

Price Reduction

Also for Charter

Not for Sale or Charter to U.S. residents while in U.S. waters

FT. LAUDERDALE 954.522.2323

PALM BEACH 561.844.2144

MONACO +377.97.98.24.24

NASSAU 242.363.4458

NEWPORT 401.849.0834

ST. MAARTEN +721.544.2515



info@iyc.com | www.iyc.com

















RINI, Posillipo 120', 2008

Price: 7,500,000 Euro, 12 guests in 5 cabins Lying: Greece

### Contact:

Christos Chryssicopoulos cc@cape4yachtling.com



### OURANOS, Falcon 100', 2002

Price: 1,750,000 Euro, 12 guests in 5 cabins Lying: Greece

### Contact:

Michel Chryssicopoulos mc@cape4yachting.com



### NINEMIA, Vitters 31, 1995

Price: 3,250,000 Euro, 8 guests in 4 cabins Lying: France

### Contact:

Christos Chryssicopoulos cc@cape4yachting.com



### CELESTE, Italcraft 105', 2007

Price: 3,800,000 Euro, 9 guests in 4 cabins Lying: Greece

### Contact:

Michel Chryssicopoulos mc@cape4yachting.com



### ANGELCHARM, Riva Opera 24, 2000

Price: 1,650,000 Euro. 10 guests in 4 cabins Lying: Turkey

### Contact:

Vangelis Filladis vf@cape4yachting.com



### EX-DOUBLE SHOT, Tecnomar 27, 2007

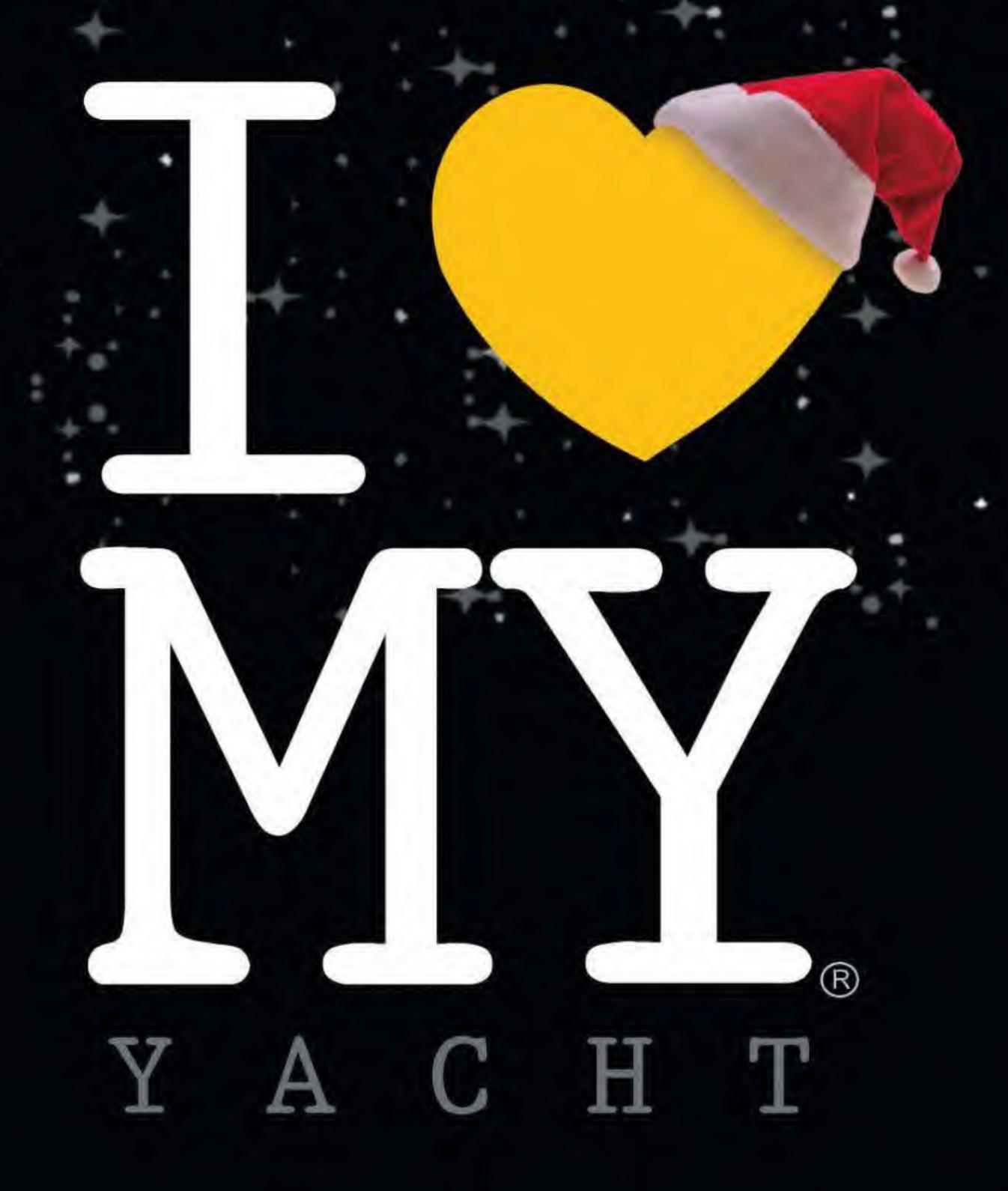
Price: 2,400,000 Euro. 6 guests in 3 cabins Lying: Ifaly

### Contact:

Michel Chrysslcopoulos mc@cape4yachting.com

www.cape4yachting.com

SWITZERLAND | GREECE | CROATIA | TURKEY



**SALES** 

CHARTER

INSURANCE

MANAGEMENT



YAOHTING

# 954.316.6364

2957 STATE ROAD 84. FORT LAUDERDALE, FL 33312
INFO@WESTPORTYACHTSALES.COM • WWW.WESTPORTYACHTS.COM

CHRIS JUNE \* BRYAN LONG \* ANDREW MILES \* CAMM MOORE \* MARK PECK CLAUDE RACINE \* RALPH RAULIN \* ALEX ROGERS \* JOHN VARGA \* MIKE WILLIAMS





130' Westport Tri-Deck MY 2007 "CONSTELLATION" Camm Moore, C.A.



130' Westport Tri-Deck MY 2002 "MARY ALICE II" Camm Moore/Claude Racine, C.A.'s



114' Hatteras 1994 "LADY MONROE" Alex Rogers / Chris June, C.A.'s



112' Westport RPHMY 1999 Andrew Miles, C.A.



112' Westport RPHMY 2007 "STEADFAST" Alex Rogers, C.A.

## VESTPORT

**SINCE 1964** 



106' Westport RPHMY 2004 Mike Williams / John Varga, C.A.'s



103' West Bay 2001 Mark Peck, C.A.



100' Broward 2001 Andrew Miles, C.A.



98' Queenship 1993 Mark Peck, C.A.



98' West Bay 1998 Andrew Miles / Bryan Long, C.A.'s



95' Westport RPHMY 2001 Bryan Long, C.A.



90' Hatteras SF Conv 1997 Ralph Raulin, C.A.



88' Tarrab CPMY 2002 Andrew Miles, C.A.



85' Broward 1982 Chris June/Alex Rogers, C.A.'s



85' Pacific Mariner 2008 Claude Racine, C.A.



84' Northcoast 2001 Camm Moore, C.A.



80' Lazzara 1998 Mark Peck, C.A.



78' West Bay 2002 Claude Racine, C.A.



75' Hatteras 2001 Alex Rogers, C.A.



75' Sunseeker Manhattan 2006 Ralph Raulin, C.A.



#### Sovereign Sea Hermes

Leaders in the World of Yachting

SALE & PURCHASE
CHARTER
MANAGEMENT
REFIT & NEW BUILD

EUROPE | MIDDLE EAST | USA

#### **AZIMUT 80**

24m | 2002 | € 1,000,000



**HORIZON 110** 

34m | 2000 | € 1,999,000







Leng

O'Me

in 15

over

Cons

is th

the h





**DEBIRS 100** 

31.5m | 2008 | € 2,999,000





#### **FAIRLINE SQUADRON 74**

22,68m | 2005 | € 899,000



#### AICON 64

21,51m | 2006 | € 655,000





#### **TAVROS YACHTS**



Belle de Jour. Long range, twin screw motoryacht with steel hull and aluminium superstructure. Built 1994. Dim: 21m20 x 5m75. Designed by Pieter Beeldsnijder and custom-built by Hakvoort shipyard in the Netherlands. Maple interior with saloon, separate galley and pilothouse on maindeck. Full-beam owner's cabin, VIP cabin and guestcabin each with bathroom ensuite. Crewcabin upfront. Easy to handle family-yacht. Lying the Netherlands.



Princess 23M. Dim: 22m85 x 5m70 x 1m60. Built 2007 and the nicest one we have ever seen. Caterpillar C32 engines with low hours, boward sterthruster, only private use. Owner's cabin, VIP cabin, guest cabin and office, all with bathroom ensuite. Crewcabin with separate entrance. Immaculate condition. Northern Europe.



SOLAL. Sanlorenzo 82. Built 1999, delivered 2000. Dim: 23m95 x 6m00. This Sanlorenzo is in excellent condition and under MCA. Maintained to the highest standards. Caterpillar diesels. Four cabins with ensuite bathrooms plus separate crewcabins. Maintained to the highest standards, beautiful interior with new furnishings. She is truly ready to go. Lying: South of France.



Calypso of Malahide. North Sea trawler, dim: 21m75 x 6m40 x 2m75. Built in teak to massive standards she is fully under MCA. Very seakindly, excellent for families, extended cruising or expeditions. Three cabins for six/eight guests, including full beam owner's cabin. Gardner engine, stabilisers, aircon and central heating: truly goanywhere motoryacht. Lying south of France.



PURE. Nordia 70 Performance Cruiser. Built by Royal van Dam Nordia in The Netherlands, delivered 2011. Dim: 21m35 x 5m85 x 3m05. Dutch-built aluminium sailingyacht which has been put to the test one season and she is now even better than new. Exciting performance

coupled with living comfort to the highest standards you expect on luxury yachts. Spacious interior with flawless woodwork, sleeping 8/9 persons in 4 cabins. Viewing by appointment. Very, very complete. Contact bart@tavros.nl for detailed specification!



Lady Anne. Truly Classic 56 by Hoek Design. Dim: 17m50 x 4m45 x 2m40. Built in 1998 by Mcmullen & Wing, refit in the Netherlands 2009/2010. Elegant sailingyacht with in-boom mainsail and electric furlers. New

North 3DL sails, new Raymarine electronics, new Awlgrip on hull, mast and boom. Yanmar turbo 100HP, Whispergen. Sleeps 6 in two cabins. The nicest and best value in the market. Lying: the Netherlands.

### FLOATINGLIFE®





Maxi Dolphin 118' by German Frers - 2001 9 guests in 4 cabins + crew Weekly charter fee from € 50.000



Benetti - 2004 8 guests in 4 cabins + crew Weekly charter fee from € 45.000



Tecnomar - 2008 8 guests in 4 cabins + crew Weekly charter fee from € 68.000



Riva - Athena 115' - 2009 12 guests in 5 cabins + crew Asking price: P.O.A.



Ocea - 2007 8 guests in 4 cabins + crew Weekly charter fee from € 46.000



Cantieri Navali Arno - Leopard 24 - 2005 6 guests in 3 cabins + crew Asking Price: € 1.800.000

www.floatinglife.com

FLOATINGLIFE®



#### 38m ODYSSEY

Rodriquez Cantieri Navali - 2008 11 guests in 5 cabins + crew Weekly charter fee from € 100.000



#### 30m INSPIRATION B

Ferretti Custom Line - 2006 12 guests in 5 cabins + crew Weekly charter fee from € 60.000



26m CATRIEL

Sanchez srl / Tecnao srl Buenos Aires - 1962 / 2007 8 guests in 4 cabins + crew Asking Price: € 2.450.000 - Also available for charter



Rodriquez Cantieri Navali - 2010 12 guests in 5 cabins + crew Weekly charter fee from € 115.000



#### 22m TRILLY

Dalla Pietà Yachts - 2007 11 guests in 4 cabins + crew Weekly charter fee from € 30.000



30m FOIE GRAS

Nicholas Witsen & Vis Alkmar Holland - 1974/2010 7 guests in 4 cabins + crew Asking price: € 1.150.000



20m GIOCAGIO

Toy Marine - Toy 68' - 2006 6 guests in 3 cabins + crew Asking Price: € 1.250.000



Philip & Son ltd - 1909 Asking Price: € 470.000

An unforgettable multi-sensory experience, achieving the highest standards of luxury, hospitality, service and comfort.

At Floating Life, meeting the needs of our customers is our mission, but above all, it's our pleasure.



#### Contacts:

Filippo Rossi f.rossi@floatinglife.com Laura Polotto L.polotto@floatinglife.com

Tel. +41 (0) 91 6823306

# Who has the largest selection of new & used Sunseekers?

WITH OFFICES IN THE UK, FRANCE, MONACO, TURKEY, GREECE, EGYPT AND CARIBBEAN



SUNSEEKER 34 METRE YACHT 2009

£7,950,000 EX TAX Engines 2 x 2434hp MTU 16V 2000 M93



SUNSEEKER 30 METRE YACHT 2009

€5,100,000 EX TAX Engines 2 x 2434hp 16V 2000 M93

# Sunseker

WWW.SUNSEEKERBROKERAGE.COM

SUNSEEKER LONDON +44 207 493 3441

SUNSEEKER SOUTHAMPTON +44 1489 854 892

SUNSEEKER POOLE +44 1202 666 060

\*\*SUNSEEKER TORQUAY +44 1803 293 939

+377 9777 5777

+33 493 76 48 48

+33 493 33 17 17

\*\*SUNSEEKER LA NAPOULE +33 493 93 67 67

2008

2011

+30 210 9843822

SUNSEEKER TURKEY +90 212 257 0030

SUNSEEKER EGYPT +2 065 3580 110





SUNSEEKER 90 YACHT £2,750,000 EX TAX

Engines 2 x 1800hp Caterpillar C32



SUNSEEKER PREDATOR 84 £2,750,000 EX TAX

Engines 2 x 1825 Caterpillar C32 Acert



SUNSEEKER PREDATOR 74 £1,825,000 EX TAX Engines 2 x 1800hp V12 Shaft Drive



SUNSEEKER MANHATTAN 70 £1,650,000 EX TAX Engines 2 x 1550hp V12 Shaft Drive

2011

2009

# Brokerage

WWW.SUNSEEKERBROKERAGE.COM

#### Exclusive yachts are our passion.



Why Worry – Maiora 39 DP Year 2008 · Length 39.6 m · € 9,900,000

Engel & Völkers Yachting Marbella · Harry Peralta Tel. +34-610-76 51 88 · Harry.Peralta@engelvoelkers.com



Nida – Technema 85 Engines 2x MTU 2400 Hp · Year 2009 · Length 27.25 m · € 2,900,000

Engel & Völkers Yachting Marbella · James Bland Tel. +34-617-47 56 56 · James.Bland@engelvoelkers.com

Licence partners of Engel & Völkers Yachting GmbH · www.engelvoelkers.com/yachting

Bodrum +90-(0)532-225 14 00 Mallorca +34-971-23 28 80 Hamburg +49-(0)40-36 13 13 72 Marbella +34-95-177 82 88 Madrid +34-91-391 10 50 Zurich +41-(0)79-205 56 66

#### Excellent service is our profession.



M.T. Time-De Birs Yachts · Length 26 m · Price € 2,900,000 Engel & Völkers Yachting Bodrum · Haver Tanbay Tel. +90-(0)532-225 14 00 · Haver.Tanbay@engelvoelkers.com



El Bandido – Year 2005/2008 · Length 36.0 m · P.O.A. Engel & Völkers Yachting Bodrum · Haver Tanbay Tel. +90-(0)532-225 14 00 · Haver.Tanbay@engelvoelkers.com



Azteca II - Nereids Yachts · Length 49.7 m · P.O.A.
Inigo.Nicholson@engelvoelkers.com · Inigo Nicholson
Harry.Peralta@engelvoelkers.com · Harry Peralta



Tartaruga – Azimut · Length 31.4 m

Engel & Völkers Yachting Madrid · Inigo Nicholson

Tel. +34-91-391 10 50 · Inigo.Nicholson@engelvoelkers.com



Ferretti 94 – Mitsubishi ARG Stabilizers · Year 2005 Engel & Völkers Yachting Mallorca · Robert Anderwald Tel. +34-626-93 24 90 · Mallorca.Yachting@engelvoelkers.com



Maori 75 – 2x MAN 1550 HP · 38 kn · Year 2010 Engel & Völkers Yachting Mallorca · Robert Anderwald Tel. +34-626-93 24 90 · Mallorca. Yachting@engelvoelkers.com

# The best just got better

NEWS | YACHTS | DESTINATIONS | MARKET INTELLIGENCE





### www.boatinternational.com

The ultimate destination for buying and selling superyachts





Via Vandoies, 20 – Rome IT Tel/Fax: +39.06.5098319 Mobile: +39.335.254707 / or +39 347 686 7761 e-mail: info@yachting-int.com

#### Brokerage & Charters - Rome - Côte d'Azur - Athens - Palm Beach Florida



FALCON 102' 2006 700 hours € 2,750,000 FALCON 100' 2005- 5 guests cabins € 1,8m



BENETTI 145' Vision 2006 700 hrs Fabulous Cond. same owner personal use



MAIORA 31 DP 2001 5 + 2 cabins € 3,9m MAIORA 26 DP 1998 6 + 2 cabins € 1,2m



SANLORENZO 88' 2008 € 3,8 m SANLORENZO 88' 2002 € 2,7 m



Princess V 55' 1999 excellent € 450,000
Fairline 50' Phantom 2003 Volvo 2x615 hp
Primatist G50 2003 Volvo 2x714
Fiart 50' Genius 2006 HT
Itama 60 2004 2x1380 Man € 675.000
Itama 46' 1998 Total Refit € 220.000
Mochi 46' Fly 1986 €195.000
3 Baia 43' FO 1992/1993 € 170/200.000
Sail selection

Sail selection
Perini Navi 45m - Perini Navi 40 m.

Jongert: 3300 2000 - 3000ds 1995 - 20T 1994
Gullet Ketch 2002 € 1,2000,000
Classic 25 m Moreno Pujal 2001 hydraulic sails
Bruce Farr 65' 1994 ottimo stato € 900.000
G.Soleil Maxi 1994 € 0.7 m + GS 52' 1993
Sangermani 19,45m 1964 Refit 2000 € 595,000
Sangermani Yawl 15.60 m 1965 € 230.000
X512 1992 gen. Refit 2004
Hallberg Rassy 45' 1993' + HR 42' 1983



PERSHING 88' 2004 MAN 2x2000 hp € 2,5m PERSHING 65' 2003 MTU 2x1370 hp 420 hrs



RIVA 85' OPERA 2006 650 hrs € 2,4m RIVA 80' OPERA 2000/2009 € 1,9m



MAIORA 24 2004 4 cabins € 1,350,000 MAIORA 20' 2001 MAN 2x1300 € 1,1m



FALCON 86' 2005/06 € 2,450,000

FALCON 92' 1998 Gen. Refit 2009

TECHNEMA POSILLIPO 80' 2004 € 1,2m TECHNEMA POSILLIPO 95' 2004 € 3,2m



MANGUSTA 72' 2003/2004 € 1,250m 2 x 1500 MAN 480 hrs Refit 2011



PERSHING 54' 2003 3+1 cabins € 450,000 2x1300 MAN 530 hrs 44/52 knots



AZ 85' 2002 MTU 2x1570 hp 4+2 cabins Only one Owner. Excellent conditions.



ALFAMARINE 72' 2008 excellent condition € 1.7m 4 cabins+crew 2x1500 MTU hrs 150 ASD14



BAIA 54' AQUA 2005 Excellent € 430,000 2x1050 MAN ASD11 hrs 260 3 cabins+crew



SANLORENZO 72' 2000 € 835.000 General Refit 2011 4 cabins + crew





#### SAN DIEGO OFFICE

10550 Sunset Ridge Dr. San Diego, CA 92131 Phone: 619.702.2450

Web: BuyExplorerYachts.com



THE MARINE BUILDING

777 SE 20th St. Suite #200 Fort Lauderdale, FL 33316 Phone: 954.671.0107 Web: AllOceanYachts.com



135' (41m) INACE AFT HOUSE EXPLORERS | 2013 Price on request



120' (36m) / 126' (38m) INACE AFT HOUSE EXPLORERS Starting at \$11,550,000



ALL OCEAN 100' (30.5m) | Luiz DE BASTO DESIGN 2013 \$7,995,000



130' (39.6m) PHOENIX | DAVIE-ROCKLAND SHIPYARD | 1973 / 2008 Reduced to \$2,950,000



112' (34.1m) La SULTANE | AEGEAN LRC | 2006 \$5,695,000



ALL OCEAN 90' (27.4m) | LUIZ DE BASTO DESIGN | 2013 \$7,495,000

Visit www.alloceanyachts.com for all of your Explorer Yacht and Long Range Yacht needs: Brokerage, Charter, New Build and Crew!



92' (28m) ALL SEAS YACHTS | 2010 \$7,500,000



80' (24.4m) DAUNTLESS YACHTS | 2013 \$4,425,000 | 90' & 100' MODELS ALSO AVAILABLE



85' (25.9m) BLUE LADY | ROSSATO | 1992



73' (22.3m) DAUNTLESS YACHTS | 2013 \$3,800,000 | 90" & 100" MODELS ALSO AVAILABLE

#### 2011 DELIVERY - AVAILABLE NOW

DELTA AND CATERPILLAR FINANCIAL TEAM UP TO COMPLETE PROJECT MONARCH



Monarch is now complete and ready for immediate delivery. She is currently located in Seattle, as seen in the image above, and can be available for viewing at any time. This striking yacht combines the strengths of two long-standing companies, Delta Marine and Caterpillar Financial Services with the talented design of Jonathan Quinn Barnett. Construction of this 151-foot motor yacht has just been completed at Delta's yard in Seattle. Financing for the Monarch is available through Cat Financial for qualified buyers. For additional details, pricing information, or to set up an appointment to see the Monarch, please contact delta@deltamarine.com or +1 206 763 2383.











### ARDE Specializing in yacht brokerage since 1958

#### www.ardell.com

California 949.642.5735 Florida 954.525.7637



154' NEREIDS

#### Price Reduced €12,000,000

BV Class & MCA, CAT 3512 B's, 14 to 16 knots with 3,100 mile range Craig Cadwalader Luxurious interior, 5 Stateroom suites, Steel construction 2008 craig@ardell.com



117' BILGIN

#### Price Reduced \$7,110,000

Compare this, One owner, Intricate Italian granite throughout

Brian Hermann

Zero speeds, Tender garage, Immaculate condition, Video available brian@ardell.com



#### 100' FALCON

4 Staterooms + 3 crew, Large Salon for entertaining, Tops out at 27 knots Brian Hermann Beautifully finished cherry interior, Raised pilothouse with Flybridge brian@ardell.com



#### **88' KNIGHT & CARVER 1988**



#### 110' PALMER JOHNSON

#### Price Reduced \$3,450,000

3 Staterooms, Convertible den, 8'2" Draft, New Awlgrip, New teak decks Craig Cadwalader Built 1983/refit 2009. Based in Caribbean for the Winter Season craig@ardell.com



#### 118' HATTERAS 1995

Tri-deck cockpit motoryacht, 5 Staterooms + 3 crew, Country kitchen

Bill Palmer

Granite counters, Full walk-around decks, Fishing cockpit

palmer@ardell.com



#### **97' TRANS WORLD 2003**

4 Staterooms + crew, Wide body flush deck, 1,400 hp, 3412 CATs Todd Rittenhouse Stabilizers, Furuno electronics, Northern Lights gensets rittenhouse@ardell.com



#### **80' NORTHERN MARINE**

3 Staterooms + crew, Launched 2002, 5,000 mile range, Single 660hp Cummins Tim Johnson Zero speed stabilizers, 3 Generators, Custom dark wood interior w/accents tim@ardell.com



#### **BONA DEA**

JONGERT 25DS / 1.250.000 € VAT PAID / LOA 26.62M / BUILT 1977 REFIT 11 / PETER SIJM - JONGERT DESIGN TEAM 6-8 GUESTS – UP TO 4 CREW

Bona Dea is a classic Jongert ketch with plenty of living space and comfort. She features a large and cozy deckhouse with a fantastic 360° view, a protected outside cockpit seating area and inside a beautifully crafted mahogany interior with luxurious guests and owner cabins, as well as a large crew area. Bona Dea has been maintained in first-class condition and is an ideal and safe family yacht.

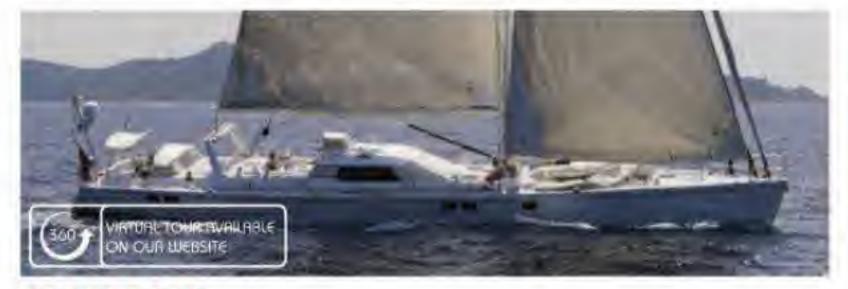
#### MORE QUALITY SAILING YACHTS ON WWW.HAAS-INTERNATIONAL.COM



#### LA MAÏA

980.000 € VAT PAID / LOA 32,50M / BUILT 1956 REFIT 2011 6 GUESTS – 2 CREW

Built for Baron Guy de Rothschild as luxury yacht and purchased later by Givenchy, her only third owner is now wishing to sell this very well maintained gaff schooner that radiates an extraordinary charm.



#### SHAMAN

GREEN MARINE - DERECKTOR / 2.300.000 € / LOA 26.82M BUILT 97 / BILL TRIPP DESIGN / 6 GUESTS - 4 CREW

The ultimate cruiser: Pre preg carbon composite hull, carbon mast and boom, cherry veneer on honeycomb interior, water ballast and hydraulic lifting keel for exceptional performance and stability. Comfortable Andrew Winch interior. Refit worth 500.000,-EUR just completed.

#### THE SAILING YACHT BROKER

SWITZERLAND - TEL +41 414 500 500 INFO@HAAS-INTERNATIONAL.COM WWW.HAAS-INTERNATIONAL.COM



#### **SCARENA**

JONGERT 2900M / 3.500.000 € / LOA 29.77M / BUILT95 REFIT 07 /DOUG PETERSON - JONGERT DESIGN TEAM 8 GUESTS - 4 CREW

One of the highest specified Jongert yachts ever built. Still in first ownership and always kept in excellent condition. Berth separately for sale.



#### **OBSESSION II**

CIM 115' / 3.500.000 € / LOA 34.20M / BUILT 02 / BERRET RACOUPEAU DESIGN / 8 GUESTS - 5 CREW

Obsession II combines exceptional space and sumptuous accommodation with a well designed aluminium hull for performance.





#### **MOONEN 120 - VICTORIA DEL MAR**

YN 171 - Year 2001

See Moonen's New Year message here



Construction: Steel/Aluminium | Dimensions: 36.90 x 8.20 x 2.40 metres | Engines: Twin Caterpillar 3412 DITA, 670 hp each Performance: Maximum speed: approx. 12.0 knots | Accommodation: 10 guests in 5 cabins, 7 crew in 4 cabins | Price € 6,900.000 excl. VAT Please call Robert Drontmann for more information or private viewing: +31 (0)73 621 00 94 (during office hours) or +31 (0)6 106 928 91 (mob.)

SOME THINGS REMAIN IRREPLACEABLE

### MONEN BROKERAGE



#### Brokerage, Charter, Management & Berth

#### The Best way to find the Best deals on the market!



For Charter
Majesty Gulf Craft 125 (38.4m) built in 2010
10 guests in 5 cabins
Cruising Med — €129,000/week



For Sale
Riva Dolce Vita 70' (21.4m) built in 2004
8 guests in 4 cabins
Asking Price: €1,100,000



For Sale

Berth in Antibes

23m x 6m

Asking Price: €350,000



For Sale & Charter
Fittipaldi 110' (34m) built in 2010
10/12 guests in 5 cabins
Price on request



For Sale & Charter

Princess 85' (26m) built in 2010

8 guests in 4 cabins

Asking Price; €3,400,000



For Sale
Falcon 86' (26.1m) built in 2006
8 guests in 4 cabins
Asking Price: €1,600,000



#### Ex-passengers ship for sale

Built by Blohm & Voss/Germany. 104,00m X 15,00m X 4,10m, twin diesel engines SEMT PCV 400/460 4.475 HP each, which gives you a comfortable speed of over 18 knots. This unique Vessel built by the renown Blohm & Voss Yard in Germany, resembles the grace and quality of a by gone era. The beautiful appearance and fantastic sheer lines make this Vessel extremely suitable to convert into a yacht, floating hotel or casino. Huge saving on construction cost and not to speak about the time saving factor. Parts of the interior have been removed in order to enable the new owner to start the conversion and upgrade works without delay. Very keen seller, asking price €3.950.000,- excl. VAT. Please contact us for further information.



#### Experience you can trust at Vripack Brokers

Maarten Ten Holter & Peter Naeyé: 50 years' combined experience in the sale, purchase and construction of large motor and sailing yachts. Sworn and certified brokers and valuers with a proven

track record. Known to get things done in a discreet, professional way with one thing in mind: buyer and seller satisfaction. Our business is built on recommendation and we have numerous repeat clients.



Converted into a floating hotel



Converted into a polar passenger ship



Converted into a yacht









HARBOUR ISLAND 180'0" (54.9 m) 2011 NEW CASTLE SHIPYARDS

DAKOTA 163'0" (49.0 m) 2000 CODECASA







VICTORIA DEL MAR 121'0" (36.9 m) 2001/2008 MOONEN



RUSALKA 118'0" (36.0 m) 1994/2004 CHRISTENSEN



CINQUESTAR 116" (35.4 m) 2010/2011 AZIMUT



MOON RIVER 101'0" (30.8 m) 1997/2009 PALMER JOHNSON



BLUE STAR 87'0" (26.5 m) 1987 BURGER

SALES | NEW CONSTRUCTION | CHARTER

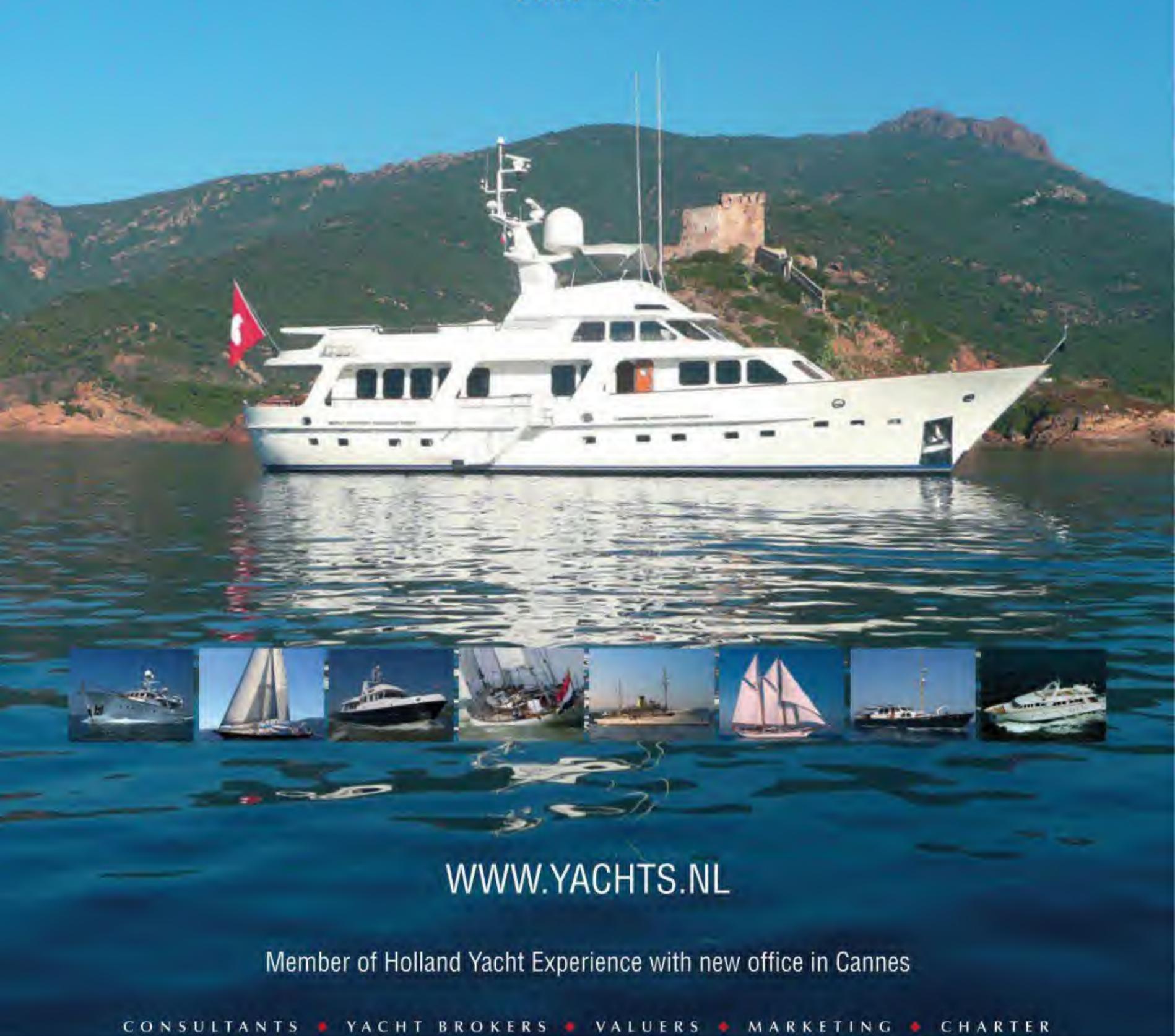




DUTCH QUALITY & SPECIAL YACHTS

### "Timeless Quality always sells"

Since 1975



FLUNCOTONATOS - 1005 NU INVERN - TURNITURONANDO - T. ON (SUBOLOGOS) - E. ON (SUBOLOGOS) - INFORMACUTÓ NU







#### ONE COMPANY. TOTAL PEACE OF MIND.

www.superyachtmedia.com

Ph: +44 (0) 20 8545 9330 Level 1, 41-47 Hartfield Road, Wimbledon, SW19 3RQ, United Kingdom

OPERITY INTERNATIONAL





BENETTI SD110 2008

5.400.000 €



BAGLIETTO 42-43M series 2004/2011

11.950.000 €

EVERGREEN V Benetti SD 110' is unique. Gentleman yacht recently built: 2008. Combining 1930' style with a modern and comfortable interior design. Incredible outside and inside volume giving a 140' yacht feeling. 9/11 guest, 7/5 crew. Most modern extras: electronics, communication, 0 speed stabilizators, etc....

Central agency

For SALE: 5.400.000 €

CHARTER: 68.000 € / week

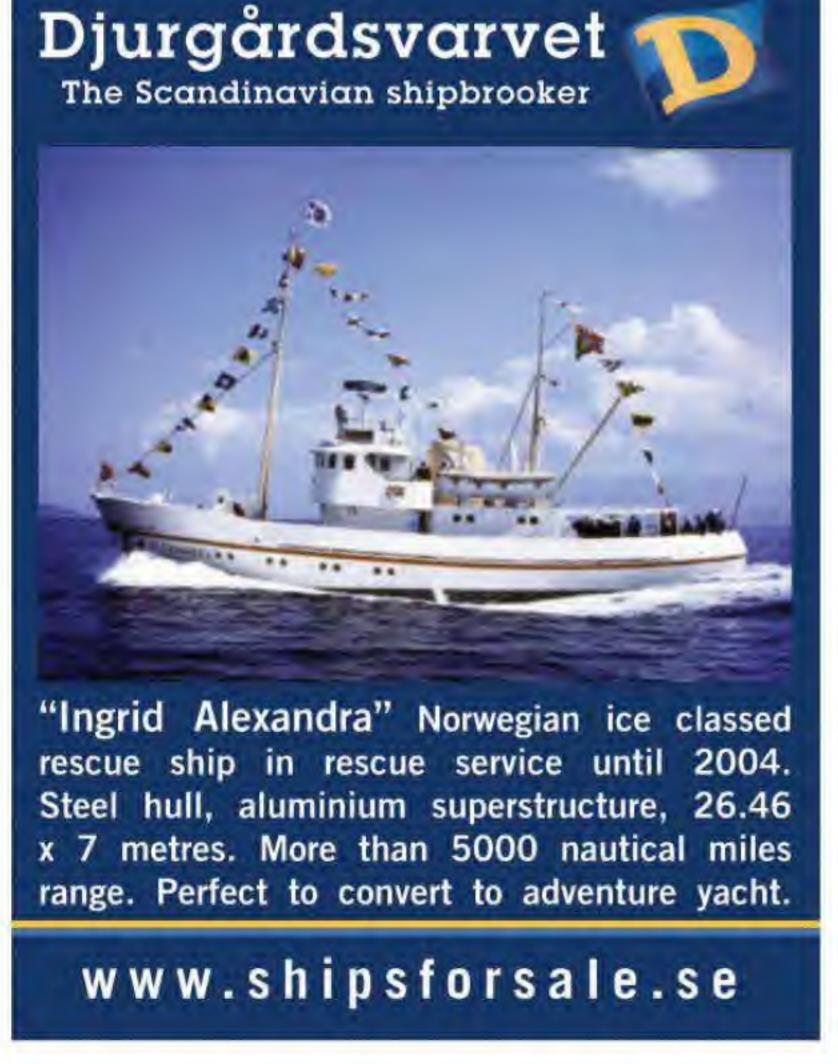
Baglietto: Total refit this summer, full technological comfort including stabilizators combinated with very modern interior design. High quality well known Half Custom Maid Baglietto, full displacement. Commercially registered.

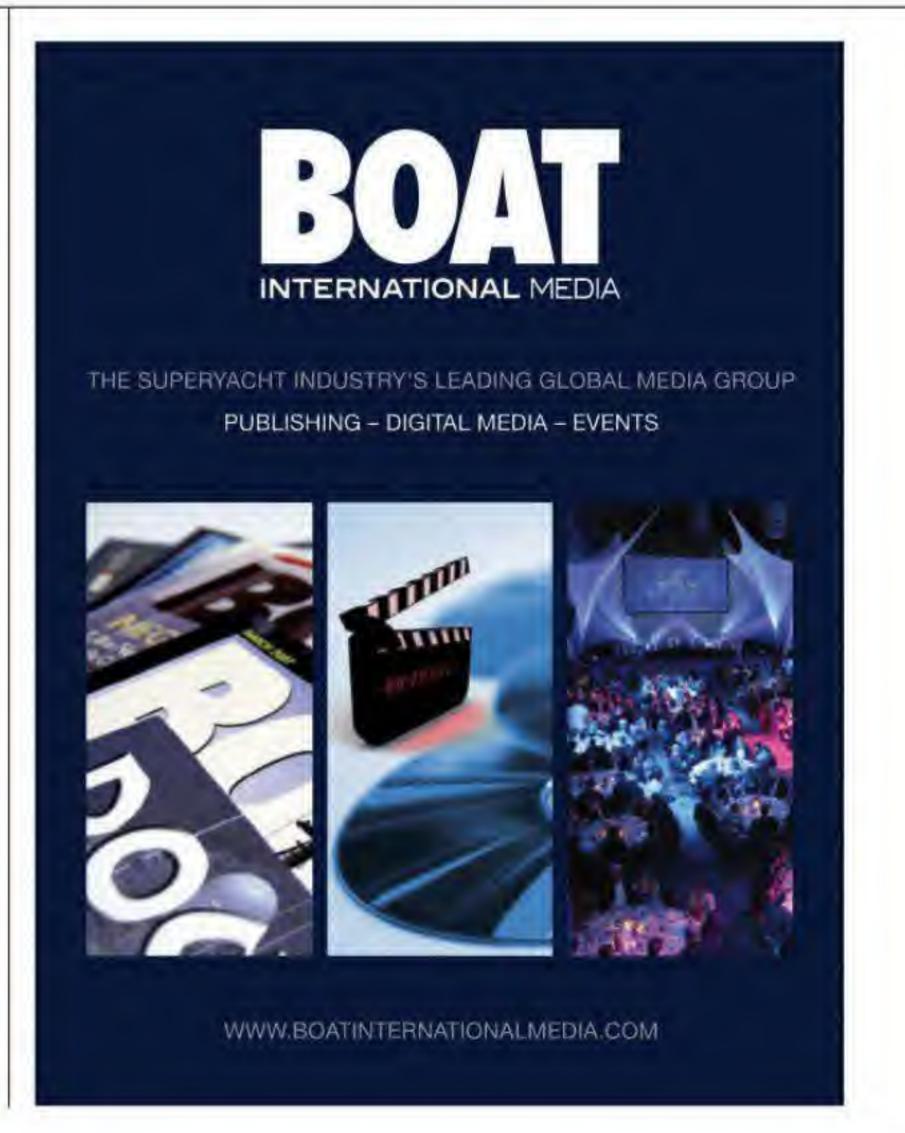
Central agency

For SALE: 11.950.000 €

α. ď а HIU 4







BERTHON

Lymington United Kingdom Phone 0044 01590 679 222 Email brokers@berthon.co.uk Golfe-Juan France
Phone 0033 493 636 680
Email brokers@berthonfrance.fr

Phone 001 401 846 8404 Email sales@berthonusa.com

Oyster 82'

£2,600,000 + VAT Lymington



Blue metallic livery, pearlescent rig, oak interior and skipper maintained from the shell. Hatched in 2004, every coding you can think of and maintained without thought of the splosh. Her onboard computer puts many superyachts double her size to shame. A recent price tumble adds to her appeal.



Oyster 72'

£2,200,000 + VAT Lymington



Uber sharp Rob Humphreys design with dead flash graphics and great maple innards. From 2007, she's a wow on the charter circuit and sails like a train on tracks. Absolutely must be sold, are we giving too much away if we say that her new owner will definitely be a smart cookie!?





Swan 100'

€6.5m West Mediterranean



Gleaming from zatch to guggle, her skipper is a nautical magician. Born 2005, she has absolutely everything that it takes to fulfill her dual roles of regatta yacht and bluewater cruiser. A handy container houses her wardrobe (the size of which would put Shirley Bassey to shame), of the first quality she excels in both roles.



126' Schooner



€2.5m + VAT West Mediterranean



A baby from 2003, she has been faithfully created from lines drawn by the incredible, iconic, William Fife Junior, a gentler age ago. Rosewood and teak interior, achingly beautiful exterior, a legend made flesh and with head turning abilities that not many yachts can equal.





### STYLE CUORDI LEONE



#### AGGRESSIVELY FOR SALE NOW!

Superb 50m (164') BENETTI launched in 1999; recently completed a **USD 4m** refit in Italy including incredible interior finishes, total repaint, new generators; the list is extensive! Accommodation for 12 guests in 6 suites plus 12 crew maximizes her potential for private and charter use.

Peter Thompson pt@ocyachts.com +44 7788 755334 Michael White mike@ocyachts.com +44 7785 360845

ZÜRICH | ALBOURNE | ANTIBES | ATHENS | AUCKLAND | DUBAI | DÜSSELDORF | FORT LAUDERDALE | GENEVA | LONDON | MONACO | MUMBAI | NEW YORK | PALMA DE MALLORCA | VIENNA |



Not for sale or charter to US residents while in US waters

# JC/DCEAN



#### FOR CHARTER LATE 2011

This stunning 200' (61 metre) BENETTI features a signature Evan Marshall interior comprising of two panoramic master suites, four guest staterooms, elevator to all decks, a full beam skylounge and vast open & shaded deck areas.

Peter Thompson pt@ocyachts.com +44 7788 755334 Michael White mike@ocyachts.com +44 7785 360845

ZÜRICH | ALBOURNE | ANTIBES | ATHENS | AUCKLAND | DUBAI | DÜSSELDORF | FORT LAUDERDALE | GENEVA | LONDON | MONACO | MUMBAI | NEW YORK | PALMA DE MALLORCA | VIENNA |



# SCOCEAN!



#### AMEENA

Following a major 2011 refit at the Jongert shipyard, this 29m Jongert is back on the market in the best possible condition. 6/7 guests. Price: 5,250,000 EUR. Central Agents.

#### CYCLOS II - NEW CENTRAL AGENCY

Built by a team of top names, 28.33m of breath-taking beauty, top quality construction and immaculate taste, her speed under sail is just as impressive. Price: 1,950,000 EUR. Central Agents.





The Owner will consider a trade in of any vessel of up to 22m. This is a beautiful

#### JULIE MARIE

A stunning Swan 100 RS from 2007, cherished by her first Owner and family from new, but could easily be charter compliant for a new Owner. Price: 8,900,000 EUR. (VAT Paid). Central Agents.

ZÜRICH (HEAD OFFICE)

+41 44 390 25 75

ALBOURNE +44 1273 831010

ANTIBES +33 493 34 51 20 ATHENS

+30 210 984 0382

AUCKLAND

+64 9 358 3446

DUBAI

+971 432 43327

DÜSSELDORF +49 211 355 5444

FORT LAUDERDALE

+1 954 524 9366 GENEVA

+41 22 908 02 51

LONDON +44 207 381 7600

34.20m sloop ideal for worldwide sailing in comfort and security.

Price: 3,500,000 EUR. Joint Central Agents.

MONACO +377 9770 3880

MUMBAI +91 98202 29743 **NEW YORK** +1 212 332 1118

PALMA DE MALLORCA +34 971 404 412

VIENNA +43 1 907 61 36





#### MISS DANA - NEW CENTRAL AGENCY

Solid and well maintained 30m family cruiser from Cantieri Navale Bugari. A manageable sized yacht that can be run economically with a small crew if wished for. Price: 1,750,000 EUR (VAT Paid) Central Agents.

#### KOALA - NEW CENTRAL AGENCY

KOALA is a stunning 27m Bugari displacement M/Y powered by twin Caterpillars. Her timeless interior accomodates up to 10 guests in great comfort. Price: 2,950,000 EUR. Central Agents.





#### ASLEC 3 - PRICE REDUCTION

Stunning 2007 32m Castagnola. 5 cabins with 12 guest berths. Featuring a contemporary Celeste dell'Anna interior. 27 knots cruising and RINA classified. Price: 3,745,000 EUR (VAT Paid). Central Agents.

#### MAGNIFICO - PRICE REDUCTION

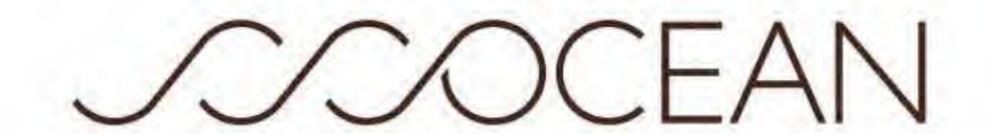
Hull no. 29 of 30 built, this Mangusta 105 Sport from 2007 boasts impressive 35 knot performance from KaMeWa waterjet propulsion. Low engine hours. Price: 5,000,000 EUR. Central Agents.





#### VOLERO I & VOLERO II

VOLERO I is by far the best and cheapest Riva Opera 85 (26.02m) on the market today. Constantly upgraded and maintained by full time crew under management. Owner wants out, bring offers. The VOLERO II Sessa S 32 will drive guests to the mother ship in style and comfort, and act as a watersports tender too. New Awl Grip flag blue paint 2011, great condition. Price: (VI) 2,450,000 EUR (VAT paid) / (VII) 110,000 EUR (VAT paid) Central Agents.







#### SCORPION - NEW CENTRAL AGENCY

Launched in August this new Sanlorenzo Alloy40 has a superb interior for 12 guests, available with delivery mileage only following her debut at the Monaco Yacht Show. Price: 18,900,000 EUR. Central Agents for sale and charter.

#### MY TOY - NEW CENTRAL AGENCY

The biggest AB on the market at 41.5m...sleek, spacious and swift! Four cabin layout with option to convert gym/sauna to fifth cabin.

Price: 9,800,000 EUR. Joint Central Agents.





#### MAR

Superb 50m custom motor yacht from Ortona Navi. Launched in 2008. 6 staterooms offer accommodation for up to 12 guests.

Price: 15,000,000 EUR. Central Agents for sale and charter.

#### SEA DWELLER

This stunning 46m Heesen had a major technical, cosmetic and interior refit in 2010. Digital brochure available. 10 guests.

Price: 12,500,000 EUR. Central Agents for sale and charter.

ZÜRICH (HEAD OFFICE) +41 44 390 25 75

ALBOURNE +44 1273 831010

ANTIBES +33 493 34 51 20 ATHENS +30 210 984 0382

AUCKLAND +64 9 358 3446

DUBAI +971 432 43327 DÜSSELDORF +49 211 355 5444

FORT LAUDERDALE +1 954 524 9366

GENEVA +41 22 908 02 51 LONDON +44 207 381 7600

MONACO +377 9770 3880

MUMBAI +91 98202 29743 NEW YORK +1 212 332 1118

PALMA DE MALLORCA +34 971 404 412

VIENNA +43 1 907 61 36



#### DIANE - NEW CENTRAL AGENCY

Fully custom built 43m Benetti (FB 236), with a luxurious François Zuretti interior. Good volume at 483 GT, the semi-displacement hull allows for performance in excess of 20 knots, yet 3,500nm range at lower speeds. Zero speed stabilizers, ABS classed and MCA certification. Price: 17,950,000 EUR. Central Agents.



#### POLLUX - NEW CENTRAL AGENCY

What distinguishes this 33m Cantieri di Pisa from every other yacht in this category is her Donald Starkey interior - a brilliant fusion of Japanese and art deco themes. Substantially refitted in 2008 and very well presented.

Price: 4,500,000 EUR. Central Agents.





Panoramic Perspective™ by Sunseeker

THE NEW SUNSEEKER 28 METRE YACHT



Sunseeker London
Tel: +44 (0)20 7355 0980 www.sunseekerlondon.com
See us at the London Boat Show 6th – 15th January 2012



TRULY GLOBAL

www.sunseeker.com